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Looking Things Over

A veteran reader suggests that the best place to start crunching the mass of numbers that appear annually in the NPN Factbook—and to put them into some sort of perspective—is to turn to the graph representing trends in the world price of crude oil (this year it's on p128).

"At any point over a span of time," this reader says, "the average price in a barrel of crude is a good barometer of how well this industry is doing. Take your reading from almost any standpoint—cash flow, profits, assets, capital investments, exploration and production, employment—and it's a good bet that the crude price trend line reflects industry performance in almost any of those categories."

Nobody has to be reminded of what a pounding the industry took in 1986 when the price of crude bottomed out at below $10 a barrel. Now, halfway through 1988, we have a two-year overview to assess the damage of the 1986 price collapse—and to witness as well the partial return to economic well-being brought about in large part by the modest restoration in crude prices in late 1986 and 1987.

For example, in 1986 the revenues of every one of the top 22 oil marketing firms spilled downwards from 1985 levels, not surprisingly, with some dropping 30% to 50%. Assets, profits and capital outlays were also down for most companies. Industry employement declined by 141,000 that year.

In 1987, with crude prices on the rise again, 21 of the top 23 firms had improved revenues and 18 of those increased profits. The combined cash flow of the companies was up more than $33-billion in 1987. Shows what a couple of notches in the crude index can do. Company profits were up a total of about $600-million in 1987, an amount pared drastically by Texaco's singular $4.4-billion loss last year.

Other favorable signs are beginning to appear, like Spring blooms sprouting up after a harsh winter. Planned capital investments in exploration, production, refining and transportation are on the upswing. Marketing investments are apparently headed toward a record $5-billion per annum level by the end of the decade. Demand is increasing, refinery throughput is higher and even drilling activity has begun to perk up.

The industry may never again attain the high level of activity, profitability, etc. of, say, 1980 or 1981. But it has certainly moved back into the comfort zone.

—Donald M. Smith

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Basic **subscription rates** for one year to individuals in the petroleum marketing industry are: U.S. $54; Canada $63 (U.S. $); Foreign surface mail $69 (U.S. $); Foreign airmail $104 (U.S. $). Non-industry personnel rates for one year are: U.S. $69; Canada $78 (U.S. $); Foreign surface mail $84 (U.S. $); Foreign airmail $128 (U.S. $). **Single copy price:** U.S. & Canada $8.00 (includes first class postage). Foreign $10.00 (includes airmail postage). **Mid-June Factbook:** U.S. $50; Canada $60; Foreign $70. The publisher reserves the right to accept or reject any subscription. (R) Title registered in U.S. patent office. **Change of address:** Notices should be sent promptly; provide old mailing label as well as new address; include ZIP or postal code. Allow 6-8 weeks for change. Send address changes, correspondence regarding subscription service or subscription orders to: Circulation Department, NATIONAL PETROLEUM NEWS, 950 Lee Street, Des Plaines, Illinois 60016. Or call (312)296-0770, 9 a.m. to 4 p.m.

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Ranking The Top 23 Marketing Companies (a)

	Total Assets		Gross Revenues		Net Income		Sales Ranking Among Top 500	
	1987	1986	1987	1986	1987	1986	1987	1986
Exxon	1	1	1	1	1	1	2	2
Mobil	2	2	2	2	3	2	5	5
Chevron	3	4	4	4	6	6	11	10
Texaco	4	3	3	3	19	5	7	8
Shell	5	5	5	6	4	4	13	15
Amoco	6	6	6	5	2	3	14	13
BP-America (b)	7	9	9	11	7	21	22	35
Arco	8	7	7	7	5	7	18	20
Tenneco	9	8	8	8	18	13	21	21
Conoco (c)	10	10	NR	NR	NR	NR	NR	NR
Sun	11	12	11	10	8	8	43	33
Phillips	12	11	10	9	16	9	32	31
Unocal	13	13	12	12	12	11	46	45
Marathon (c)	14	14	NR	NR	NR	NR	NR	NR
Coastal	15	15	14	14	11	12	57	57
Amerada Hess	16	16	15	15	9	15	87	92
Ashland	17	17	13	13	10	10	60	54
Diamond Shamrock (d)	—	18	—	16	—	17	—	130
Pennzoil	18	19	18	19	15	13	206	200
Kerr-McGee	19	20	16	17	14	19	156	152
Murphy	20	21	19	20	17	18	235	247
American Petrofina	21	22	17	18	13	16	161	182
Citgo (c)	22	23	NR	NR	NR	NR	NR	NR

(a) As ranked by Fortune 500, April, 1988; (b) Formerly the Standard Oil Co.; (c) Neither Conoco or Marathon, as wholly owned subsidiaries, issue full financial statements as they are not ranked by Fortune; The same applies to Citgo, which is a privately owned corporation. (d) Diamond Shamrock split itself into two companies in 1986 and is no longer ranked by Fortune 500; NR = Not Ranked by Fortune 500.

Exxon, with $74-Billion in Assets, Tops Mobil and Chevron in Rankings

Exxon, long the No. 1 company among U.S. oil marketers, added more substance to its corporate body in 1987 and, in so doing, widened the gap between it and the next in line, Mobil, by close to $5-billion. As a matter of fact, Exxon was within $1.0-billion of being bigger than the next two companies combined.

Exxon had $74.1-billion in assets at the end of 1987, according to its annual report. Mobil, by way of comparison, had $41.1-billion—80% less than the leader.

The $74.1-billion reflected a growth of $4.6-billion, or 6.6%, for Exxon in 1987. Mobil also experienced an increase in assets in 1987, moving up from $39.4-billion in 1986 to $41.1-billion last year. This was an increase of 4.4% for Mobil.

Chevron and Texaco, which have been playing kind of a musical chairs game for the No. 3 and No. 4 positions in recent years, wound up 1987 with the California-based oil company back in third place again and Texaco in fourth. Chevron's assets were $34.5-billion.

Texaco's assets eroded 3% in 1987 but then 1987 was anything but happy for Texaco anyhow. Fighting to avoid payment of a $10-billion court verdict it lost to Pennzoil Corp., Texaco filed for voluntary bankruptcy last spring and seemingly was only two jumps ahead of the sheriff's posse the rest of the year.

Texaco was expected to emerge from bankruptcy this past spring but it also was expected to sell off substantial pieces of its assets to pay some of the bills, including a $3-billion settlement with Pennzoil. Some industry people thought Texaco might slip down the line in 1988—behind

(Continued on next page)

Oil Company Rankings by Marketers With

	Assets (a) (in billions of dollars)				
	1987	1986	1985	1984	1983
Exxon	**$74,072**	$69,484	$69,160	$63,278	$62,963
Mobil	41,140	39,412	41,752	**41,851**	37,022
Chevron	34,465	34,853	38,889	**45,404**	24,010
Texaco	33,962	34,940	37,703	**37,774**	27,199
Shell	**29,634**	26,214	26,528	23,729	22,169
Amoco	24,827	23,706	25,198	25,734	**25,805**
BP-America (b)	**23,287**	20,169	18,330	17,487	16,362
Arco	22,670	21,604	20,279	21,952	**23,282**
Tenneco	18,500	18,021	**20,437**	18,205	17,994
Conoco	13,300	13,000	**14,115**	13,497	NA
Sun	12,580	12,396	**12,923**	12,789	12,466
Phillips	12,111	12,403	14,045	**16,955**	13,094
Unocal	10,062	10,246	**10,797**	10,203	9,288
Marathon	9,475	**11,022**	10,074	9,949	9,332
Coastal	7,989	7,887	8,258	3,295	3,338
Amerada Hess	5,300	4,914	6,219	**6,353**	6,217
Ashland	4,058	3,805	3,928	4,037	4,108
Diamond Shamrock (c)	—	3,517	4,618	5,396	**6,024**
Pennzoil	3,305	3,369	3,300	3,243	**3,517**
Kerr McGee	3,071	3,090	3,702	3,771	**3,806**
Murphy	2,067	1,980	2,661	2,685	2,792
American Petrofina	**1,836**	1,777	1,817	1,706	1,399
Citgo	1,191	1,209	1,274	1,246	1,392

(a) Boldface totals indicate peak years of individual compa[illegible]

(b) Formerly The Standard Oil Co., BP-America restated its ass[illegible] 1986 and 1987 to reflect the change-over.

(Asset Values, continued)

Shell and barely ahead of Amoco, now in sixth place. There's also the possibility that Texaco may be all but dismembered before the year is out.

Shell, whose assets have been increasing annually for years, held firmly to fifth place for the third consecutive year. Texaco's problems, plus its steady growth, should enable Shell to become the fourth largest marketing company by the end of this year. Shell's assets grew by 13% in 1987, 12% in 1985 and 7% in 1984, with only a minor setback, 1.2% in 1986 when just about everybody was foundering.

An item of interest in the ranking of the U.S. marketers by assets is the emergence of the new BP-America. This is the old Standard Oil Co., now a fully owned subsidiary of BP-London. But it's more than just the old Standard. In setting up its new American subsidiary, BP-London added various other energy assets to the portfolio. A restatement of these expanded assets then moved BP from ninth place in 1985 to eighth place in 1986 and seventh place in 1987. BP-America also has marketing expansion on its mind so it's likely that by the end of 1988 it will be giving Amoco a good run for the money and the honor of being the sixth largest oil marketer in the U.S. There was only about $500-million between them in the 1987 standings.

Four of the oil companies in the top 23, i.e., those with assets of at least $1-billion, hit all-time highs in their asset totals in 1987. They were Exxon, Shell, BP-America and American Petrofina. Two out of three oil companies improved their asset positions in 1987. The biggest loser was Marathon Petroleum, which suffered a 14% reduction.

The 1987 standings were infinitely better than the 1986 summaries. The collapse of oil prices had a dramatic impact on assets and only three of the 23 companies in this *NPN* scorecard managed to edge upwards. Some setbacks were in the neighborhood of one-fifth of the total assets of the affected companies.

Other significant changes in 1987 included the change-of-status for Diamond Shamrock. Last summer this Texas-based corporation split itself into two companies—an upstream exploration and production company and a downstream refining and marketing company. The latter, as a marketer, would nominally be continued on this *NPN* list without question. But since its assets now fall below the $1-billion mark, it no longer qualifies. Its current assets are $825-million and, all things considered, it may be back in the billion-plus by the early 1990s.

Assets of $1-billion or More

	% Change				Ranking by Year				
1982	'87 vs. '86	'86 vs. '85	'85 vs. '84	'84 vs. 83	1987	1986	1985	1984	1983
$62,289	6.6%	0.5%	9.3%	0.5%	1	1	1	1	1
35,216	4.4	(5.6)	0.2	19.3	2	2	2	3	2
23,490	(0.3)	(11.1)	(14.3)	89.1	3	4	4	2	5
27,214	(3.0)	(7.3)	(0.1)	38.7	4	3	3	4	3
21,376	13.0	(1.2)	11.8	7.0	5	5	5	6	7
24,289	4.7	(15.9)	(2.3)	0.3	6	6	6	5	4
16,016	15.5	6.5	4.8	6.9	7	8	9	9	9
21,633	4.9	(11.8)	(7.6)	(4.9)	8	7	8	7	6
17,378	2.7	(13.0)	12.3	1.2	9	9	7	8	8
NA	2.3	(7.9)	4.6	NA	10	10	10	11	NR
11,850	1.5	(9.6)	1.1	2.5	11	12	12	12	11
12,097	(2.4)	(11.7)	17.2	29.6	12	11	11	10	10
8,511	(1.8)	(6.2)	5.8	10.6	13	14	13	13	12
9,624	(14.0)	(8.8)	1.3	6.6	14	13	14	14	13
3,225	1.3	(4.6)	15.1	1.3	15	15	15	18	19
6,145	7.9	(21.0)	(2.1)	2.2	16	16	16	15	14
4,210	6.6	(3.1)	(2.5)	1.7	17	17	18	17	16
3,194	(c)	(23.8)	(14.4)	(10.4)	(c)	18	17	16	15
3,226	(1.9)	2.1	1.8	(7.8)	18	19	19	20	19
3,762	(0.6)	(16.5)	16.5	0.9	19	20	21	19	18
2,990	4.4	(25.6)	(10.9)	(3.8)	20	21	20	21	20
1,166	3.3	(2.2)	6.5	21.9	21	22	22	22	21
1,397(d)	(1.5)	(5.0)	2.2	(10.5)	22	23	23	23	22

(c) Diamond Shamrock split itself into upstream and downstream companies. The downstream company, Diamond Shamrock Refining and Marketing had assets of less than $1-billion in 1987—$825-million to be specific.

(d) Citgo had assets of $6.0-billion in 1981 just before it got caught up in the acquisition upheavals.

NR = Not Ranked—data not available.

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Assets—Peak Years vs. 1987

(in billions of dollars)

	Peak Year	Peak Year Total	1987	% Chng. '87 vs. Peak
Exxon	1987	$74,072	$74,072	0.0%
Mobil	1984	41,851	41,140	(1.7)
Chevron	1984	45,404	34,465	(24.1)
Texaco	1984	37,774	33,962	(10.1)
Shell	1987	29,634	29,634	0.0
Amoco	1983	25,805	24,827	(3.8)
BP-America (a)	1986	23,287	23,287	0.0
Arco	1983	23,282	22,670	(2.6)
Tenneco	1985	20,437	18,500	(9.5)
Conoco	1985	14,115	13,300	(5.8)
Sun	1985	12,293	12,580	(2.7)
Phillips	1984	16,955	12,111	(28.6)

(in billions of dollars)

	Peak Year	Peak Year Total	1987	% Chng. '87 vs. Peak
Unocal	1985	$10,797	$10,062	(6.8)
Marathon	1986	11,022	9,475	(14.0)
Coastal	1985	8,258	7,989	(3.3)
Amerada Hess	1984	6,353	5,300	(16.6)
Ashland	1983	4,210	4,058	(3.6)
Pennzoil	1983	3,517	3,305	(6.0)
Kerr-McGee	1983	3,806	3,071	(19.3)
Murphy	1982	2,990	2,067	(30.9)
Amer. Petrofina	1987	1,836	1,836	0.0
Citgo	1981	6,049	1,191	(b)

(a) Formerly The Standard Oil Co.

(b) Not comparable. Citgo was taken over in 1982 and many of its assets were absorbed elsewhere.

N.B.—Diamond Shamrock split itself into upstream and downstream companies in 1987; Thus the 1987 assets of the downstream company are not comparable.

Oil Company 1987 Annual Reports

Financial

	Gross Sales-Operating Revenues (add 000)			Net Income (add 000)			Net Income % of Gross Sales	
	1987	1986	% Change	1987	1986	% Change	1987	1986
Amerada Hess Corp.	$4,784,598	$4,062,255	17.8	$229,860	($182,570)	—	4.8	—
American Petrofina	2,484,001	1,960,030	26.7	83,284	(24,569)	—	3.4	—
Amoco Corp.	20,174,000	18,281,000	10.4	1,360,000	747,000	82.1	6.7	4.1
Ashland Oil, Inc.	6,870,884	6,991,262	(0.02)	133,432	208,571	(36.0)	1.9	3.0
Atlantic Richfield Co.	16,282,000	14,487,000	12.3	1,224,000	615,000	(99.0)	7.5	4.2
BP America(a)	14,611,000	13,135,000	11.2	564,000	(188,000)	—	3.9	—
Chevron Corp.	25,205,000	24,351,000	0.4	1,007,000	715	40.8	4.0	2.9
Citgo Petroleum Corp.	3,952,200	4,112,300	(0.4)	85,725	43,578	96.6	2.2	1.1
Coastal Corp.	7,428,900	6,668,200	11.4	113,000	71,600	57.8	1.5	1.1
Conoco, Inc.	11,100,000	9,800,000	13.0	277,000	355,000	(22.0)	2.5	3.6
Diamond Shamrock Corp.	1,740,800	1,673,300	4.1	1,600	(64.8)	—	0.9	—
Exxon Corp.	83,335,000	76,555,000	10.0	4,840,000	5,360,000	(9.7)	5.8	7.0
Getty Petroleum Corp.	1,335,754	953,152	40.2	15,025	17,104	(12.2)	1.1	1.8
Marathon Oil Corp.	8,203,000	7,026,000	16.8	445,000	73,000	510.6	5.4	0.1
Mobil Oil Corp.	56,716,000	49,865,000	13.7	1,258,000	1,407,000	(8.9)	2.2	2.8
Murphy Oil Corp.	1,473,996	1,313,283	12.3	(43,638)	(194,750)	—	—	—
Phillips Petroleum Corp.	10,917,000	10,018,000*	9.0	35,000	228,000	(84.6)	0.3	2.3
Shell Oil Corp.	21,222,000	17,353,000	22.0	1,230,000	883,000			
Sun Co., Inc.	9,482,000	10,198,000*	(7.0)	348,000	345,000	0.01	3.7	3.9
Tenneco Inc.	14,790,000	14,235,000	3.9	(132,000)	145,000	—	—	
Texaco Inc.	35,315,000	32,591,000	8.4	(4,407,000)	725,000	—	—	2.2
Unocal Corp.	8,466,000	7,482,000	13.2	181,000	176,000	0.3	2.1	2.4

(a) Formerly Standard Oil

*Restated

Operating

	Net Crude Production b/d				Refinery Crude Runs b/d				Domestic Refined Product Sales b/d	
	Domestic		Foreign		Domestic		Foreign			
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
Amerada Hess Corp.	62,635	65,877	64,141	83,638	371,000	293,000	—	—	411,000	358,000
American Petrofina	—	—	—	—	164,400	153,900	—	—	—	—
Amoco Corp.	394,000	394,000	408,000	416,000	842,000	855,000	53,000	59,000	918,000	936,000
Ashland Oil, Inc.	2,410	2,835	35,157	30,750	319,089	321,702	—	—	357,732	370,530
Atlantic Richfield Co.	665,000	659,000	63,000	75,000	613,000	652,000	—	—	680,000	670,000
BP America(a)	853,600	802,600	—	—	597,500	622,800	—	—	844,000	1,003,000
Chevron Corp.	506,900	546,200	394,600	400,600	1,387,700	1,335,100	490,300	464,800	1,591,000	1,547,000
Citgo Petroleum Corp.	—	—	—	—	61,355	64,053	179,363	173,455	448,000	496,000
Coastal Corp.	10,937	11,100	—	—	230,000	246,000	—	—	647,000	632,000
Conoco, Inc.	101,007		295,178		373,870	377,421	198,510		479,250	452,983
Diamond Shamrock Corp.	—	—	—	—	141,503	131,447	—	—	165,747	161,177
Exxon Corp.	756,000	761,000	990,000	953,000	1,026,000	1,080,000	1,955,000	1,952,000	1,057,000	1,106,000
Getty Petroleum Corp.	—	—	—	—	—	—	—	—	—	—
Marathon Oil Corp.	142,100	155,000	63,100	89,000	452,500	442,200	28,300	49,300	527,000	514,491
Mobil	338,000	342,000	336,000	357,000	645,000	643,000	918,000	902,000	865,000	841,000
Murphy Oil Corp.	15,904	15,897	33,182	37,367	88,155	82,369	21,139	21,474	96,546	88,044
Phillips Petroleum Corp.	287,000	316,000	113,000	124,000	302,000	301,000	—	—	513,000	513,000
Shell Oil Corp.	488,000	499,000	54,000	51,000	1,019,000	975,000	—	—	1,352,000	1,173,000
Sun Co., Inc.	130,500	137,600	39,800	20,600	427,200	416,100	63,200	60,400	705,900*	719,100*
Tenneco Inc.	100,890	97,869	42,830	39,386	139,569	126,759	—	—	177,321	167,050
Texaco Inc.	603,000	660,000	599,000	740,000	836,000	920,000	1,056,000	1,014,000	1,159,000	1,227,000
Unocal Corp.	164,000	166,000	93,000	96,000	417,000	404,000	—	—	479,000	442,000

*Restated

Quarterly and Full-Year Earnings—1987 vs.1986

(Add 000,000)

	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Full Year 1987	Full Year 1986	% Change
Exxon	$1,070.0	$1,150.0	$1,065.0	$1,556.0	$4,841.0	$5,360.0	(9.7)%
Mobil	252.0	304.0	319.0	389.0	1,264.0	1,407.0	(10.2)
Texaco	118.0	240.0	108.0	(4,762.0)	(4,407.0)	725.0	—
Chevron*	361.0	358.0	297.0	234.0	1,250.0	(1,411.0)	—
Shell	108.0	266.0	420.0	436.0	1,230.0	883.0	39.3
Amoco	260.0	311.0	412.0	377.0	1,360.0	747.0	82.1
Arco	239.0	330.0	315.0	340.0	1,224.0	615.0	99.0
Tenneco	29.0	46.0	(47.0)	(176.0)	(218.0)	(39.0)	—
BP-America(a)	—	—	—	—	2,257.0	(242.0)	—
Conoco(b)	55.0	64.0	127.0	82.0	277.0	355.0	(20.9)
Phillips	(32.0)	3.0	31.0	33.0	35.0	28.0	25.0
Sun	38.0	90.0	137.0	83.0	348.0	385.0	(9.6)
Unocal	60.7	62.0	28.9	29.8	181.4	175.8	3.2
Marathon(b)	115.0	218.0	125.0	(13.0)	445.0	73.0	510.0
Coastal	44.1	22.3	11.7	35.0	113.1	71.6	58.0
Amerada Hess	181.0	89.4	38.6	(79.6)	229.9	(182.6)	—
Ashland	26.3	0.7	40.0	66.0	133.0	209.0	(36.4)
Diamond Sham.(c)	2.7	2.2	(6.6)	3.3	1.6	(64.8)	—
Pennzoil	12.1	7.4	2.8	22.0	44.3	45.4	(2.4)
Kerr-McGee	20.2	27.3	18.8	14.7	81.0	(291.7)	—
Murphy	3.1	7.1	8.0	(61.0)	(43.0)	(194.8)	—
American Petrofina	19.8	28.7	21.2	13.6	83.3	24.6	—
Southland Citgo	25.0	47.5	49.7	—	—	—	—
Getty	1.8	1.2	4.8	8.0	15.0	17.1	(12.2)
Cumberland(d)	—	—	—	—	—	—	—

(a) Formerly the Standard Oil Co. The British Petroleum Co. acquired 100% control of Standard Oil in June 1987, resulting in accounting department changes which make the quarterly earnings neither relative nor comparable; full-year earnings are profits, not net. (b) Conoco and Marathon are pre-tax, operating profits; (c) Diamond Shamrock spun off upstream operations in 1st quarter, thus these totals are the new marketing company; (d) Cumberland privately owned and rarely discloses financial data.

* Chevron restated its 1986 and 1987 earnings in April 1988 to reflect accounting and tax recording provisions.

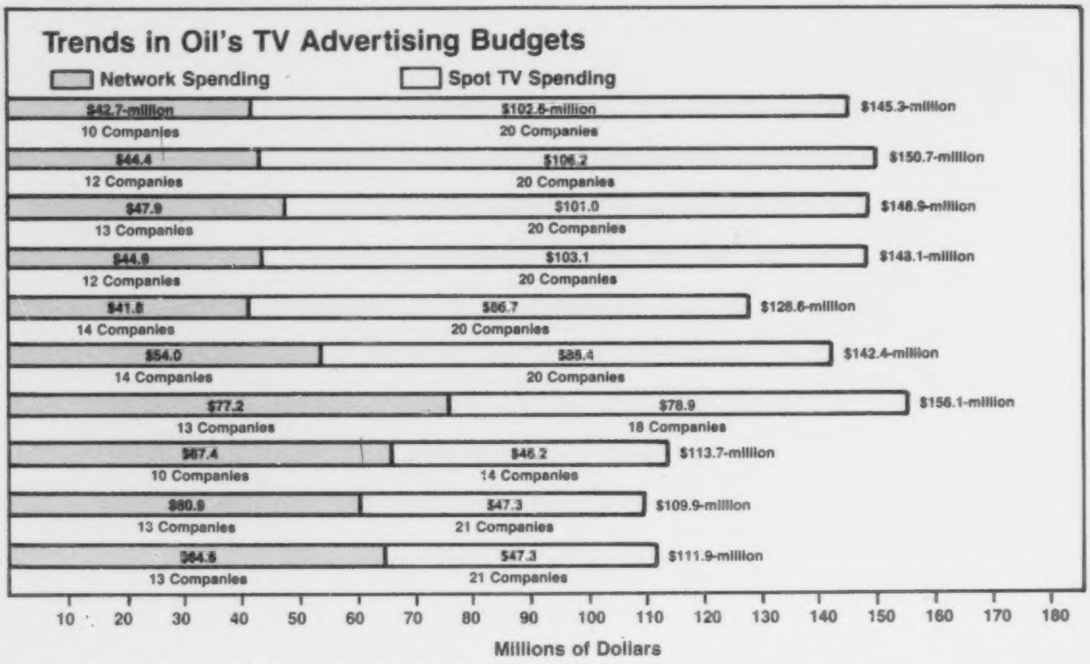
Downstream Earnings in 1987: Lacklustre Compared to 1986.

(Add 000,000)

	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Full Year 1987	Full Year 1986	% Change
Exxon	$36.0	$19.0	$60.0	$376.0	$491.0	$1,934.0	(74.6)%
domestic	(38.0)	(19.0)	7.0	82.0	32.0	478.0	(93.3)
foreign	74.0	38.0	53.0	294.0	459.0	1,456.0	(68.5)
Mobil	78.0	84.0	71.0	(27.0)	206.0	1,299.0	(78.8)
domestic	2.0	17.0	51.0	53.0	123.0	365.0	(66.3)
foreign	76.0	67.0	20.0	(80.0)	83.0	934.0	(91.1)
Texaco	6.0	18.0	31.0	69.0	124.0	825.0	(85.0)
domestic	(55.0)	(12.0)	4.0	(5.0)	(68.0)	128.0	—
foreign	61.0	30.0	27.0	74.0	192.0	697.0	(72.4)
Chevron*	(14.0)	22.0	20.0	163.0	191.0	1,191.0	(84.0)
domestic	(46.0)	(6.0)	54.0	115.0	117.0	640.0	(81.7)
foreign	32.0	28.0	(34.0)	48.0	74.0	551.0	(86.6)
Shell (domestic)	8.0	101.0	68.0	93.0	224.0	319.0	(29.8)
Amoco (worldwide)	(5.0)	55.0	97.0	69.0	216.0	362.0	(40.3)
Arco (domestic)	25.0	45.0	30.0	50.0	150.0	353.0	(57.5)
BP - America(a)	—	—	—	—	265.0	430.0	(38.0)
Conoco (domestic)(b)	55.0	64.0	(15.0)	73.0	177.0	414.0	(57.2)
Phillips (domestic)(b)	30.0	50.0	72.0	64.0	201.0	458.0	(56.1)
Sun	(5.0)	21.0	25.0	23.0	64.0	214.0	(70.1)
domestic	(12.0)	15.0	21.0	22.0	46.0	201.0	—
foreign	7.0	6.0	4.0	1.0	18.0	13.0	—
Amerada Hess	14.3	55.7	2.0	(195.0)	(79.6)	78.1	—

(a) See footnote in the table above; (b) Conoco and Marathon are operating and pre-tax, not net; ditto for Phillips downstream; (c) Ashland's fiscal ends 9/30 so these earnings are restated to reflect a normal 12-month period; (d) Diamond Shamrock spun off its upstream operations in early 1987.

*See footnote in the table above.



Source: Television Bureau of Advertising and NPN Factbook 1979-1987.

Network TV Spending

Company	1987 (Add 000)	1986 (Add 000)	% Chng.	Company	1987 (Add 000)	1986 (Add 000)	% Chng.
Quaker State	$12,324	$6,209	98	Mobil	$2,987	$3,040	(5)
Pennzoil	11,288	3,063	269	Unocal	1,673	1,836	(9)
Ashland	8,589	7,599	13	Phillips	1,631	6,939	(76)
Burmah (Castrol)	8,172	8,288	(1)	Witco (Kendall)	654	1,099	(40)
Texaco	4,366	4,326	1	Chevron	459	319	44

Spot TV Spending

Company	1987	1986	% Chng.	Company	1987	1986	% Chng.
Exxon	$20,570	$13,253	55	Sun	$4,552	$4,076	12
Chevron (Gulf)	16,966	16,953	0	DuPont (Conoco)	3,094	1,182	162
Amoco	14,416	13,779	5	Atl. Richfield	3,069	6,064	(49)
Shell	12,956	6,795	91	Am. Petrofina	2,214	1,097	102
Texaco	8,549	8,305	3	Amer. Hess	1,284	949	35
Mobil	8,534	8,295	3	Atl. Refining	1,088	777	40
Unocal	6,462	7,250	(11)	Quaker State	1,064	1,085	(2)
Phillips	6,402	1,631	293	BP (Sohio)	999	1,684	(41)
Ashland	5,349	4,829	11	USX (Marathon)	692	675	3
Burmah (Castrol)	4,857	2,747	77	Witco (Kendall)	652	1,213	(46)

Source: Television Bureau of Advertising from Broadcast Advertisers Reports.

A Decade of TV Budgets—$1.4 Billion

Over the past 10 years, a score and a half of oil companies—big and small—have spent in excess of $1.4-billion in promoting their products and services on television. Undoubtedly tens of millions more were spent in purely local advertising and product promotional programs like those of oil heat but there is no easy way to keep track of totals.

The Television Bureau of Advertising estimates that 30 oil companies spent more than $145.3-million on television advertising in 1987. The bulk of it went into TV's "spot market" while the balance went to the networks. TBA defines the "spot" market as primarily regional commercials and show sponsorship, and the network advertising as that placed on the three big syndicates—ABC, CBS and NBC.

Television generally gets about three out of every four dollars spent by the oil companies. This includes radio, network and spot, and print media, such as newspapers, magazines and circulars.

Since the early '80s, spot television has been getting the lion's share of the annual budgets (see graph above). In the late '70s and early '80s, it was the other way around, with ABC, CBS and NBC getting the most dollars. Significantly, the switchover from net to spot advertising paralleled the retrenchment of many oil companies from wide-open national concepts markets to more profitable regional and local operations. The spot advertising gave them more flexibility in matching their advertising "neighborhood" buying patterns and selected marketplaces.

Current Automotive Registrations

	Automobiles			Trucks and Buses			All Motor Vehicles			Motorcycles
State	Registered 1986	Estimated 1987	% Chng.	Registered 1986	Estimated 1987	% Chng.	Registered 1986	Estimated 1987	% Chng.	Estimated 1987
Alabama	2,522,043	2,534,000	0.5	934,891	936,000	0.1	3,456,934	3,470,000	0.4	56,000
Alaska	226,665	233,000	2.8	136,014	138,000	1.5	362,679	371,000	2.3	10,000
Arizona	1,647,879	1,698,000	3.0	697,642	742,000	6.4	2,345,521	2,440,000	4.0	80,000
Arkansas	929,254	952,000	2.4	496,993	507,000	2.0	1,426,247	1,459,000	2.3	20,000
California	15,364,800	15,978,000	4.0	4,395,460	4,630,000	5.3	19,760,260	20,608,000	4.3	684,000
Colorado	2,015,917	2,016,000	0.0	747,035	753,000	0.8	2,762,952	2,769,000	0.2	107,000
Connecticut	2,402,332	2,496,000	3.9	160,017	162,000	1.2	2,562,349	2,658,000	3.7	57,000
Delaware	378,639	386,000	1.9	101,026	106,000	4.9	479,665	492,000	2.6	9,000
Dist. of Col.	272,034	278,000	2.2	17,326	17,000	−1.9	289,360	295,000	1.9	3,000
Florida	8,263,294	8,752,000	5.9	2,098,218	2,191,000	4.4	10,361,512	10,943,000	5.6	227,000
Georgia	3,507,096	3,659,000	4.3	1,333,752	1,447,000	8.5	4,840,848	5,106,000	5.5	125,000
Hawaii	601,868	640,000	6.3	87,166	95,000	9.0	689,034	735,000	6.7	16,000
Idaho	535,142	536,000	0.2	322,184	322,000	−0.1	857,326	858,000	0.1	47,000
Illinois	6,060,698	6,084,000	0.4	1,358,837	1,325,000	−2.5	7,419,535	7,409,000	−0.1	214,000
Indiana	3,115,437	3,241,000	4.0	1,058,177	1,084,000	2.4	4,173,614	4,325,000	3.6	117,000
Iowa	1,894,724	1,890,000	−0.2	743,452	733,000	−1.4	2,638,176	2,623,000	−0.6	227,000
Kansas	1,496,336	1,518,000	1.4	679,687	685,000	0.8	2,176,023	2,203,000	1.2	86,000
Kentucky	1,809,057	1,838,000	1.6	876,205	907,000	3.5	2,685,262	2,745,000	2.2	43,000
Louisiana	1,938,267	1,868,000	−3.6	951,391	963,000	1.2	2,889,658	2,831,000	−2.0	48,000
Maine	645,316	694,000	7.5	227,114	222,000	−2.3	872,430	916,000	5.0	43,000
Maryland	2,774,029	2,830,000	2.0	587,272	621,000	5.7	3,361,301	3,451,000	2.7	84,000
Massachusetts	3,350,007	3,430,000	2.4	490,970	497,000	1.2	3,840,977	3,927,000	2.2	114,000
Michigan	5,421,198	5,493,000	1.3	1,410,564	1,446,000	2.5	6,831,762	6,939,000	1.6	247,000
Minnesota	2,391,990	2,400,000	0.3	694,990	707,000	1.7	3,086,980	3,107,000	0.6	132,000
Mississippi	1,350,114	1,374,000	1.8	419,659	424,000	1.0	1,769,773	1,798,000	1.6	23,000
Missouri	2,686,800	2,741,000	2.0	996,594	1,049,000	5.3	3,683,394	3,790,000	2.9	74,000
Montana	433,234	468,000	8.0	239,313	225,000	−6.0	672,547	693,000	3.0	26,000
Nebraska	852,669	871,000	2.1	427,977	435,000	1.6	1,280,646	1,306,000	2.0	27,000
Nevada	555,785	581,000	4.5	213,291	231,000	8.3	769,076	812,000	5.6	19,000
New Hampshire	893,733	972,000	8.8	177,514	192,000	8.2	1,071,247	1,164,000	8.7	67,000
New Jersey	4,769,000	4,870,000	2.1	498,489	503,000	0.9	5,267,489	5,373,000	2.0	118,000
New Mexico	828,715	894,000	7.9	491,406	513,000	4.4	1,320,121	1,407,000	6.6	47,000
New York	8,321,210	8,754,000	5.2	1,194,165	1,242,000	4.0	9,515,375	9,996,000	5.1	236,000
North Carolina	3,461,293	3,585,000	3.6	1,277,663	1,349,000	5.6	4,738,956	4,934,000	4.1	61,000
North Dakota	380,244	379,000	−0.3	267,419	262,000	−2.0	647,663	641,000	−1.0	26,000
Ohio	6,719,345	6,730,000	0.2	1,439,826	1,474,000	2.4	8,159,171	8,204,000	0.5	303,000
Oklahoma	1,877,256	1,893,000	0.8	1,025,135	1,041,000	1.5	2,902,391	2,934,000	1.1	67,000
Oregon	1,628,730	1,709,000	4.9	635,259	627,000	−1.3	2,263,989	2,336,000	3.2	82,000
Pennsylvania	6.090,520	6,267,000	2.9	1,386,497	1,457,000	5.1	7,477,017	7,724,000	3.3	196,000
Rhode Island	531,663	544,000	2.3	100,155	108,000	7.8	631,818	652,000	3.2	25,000
South Carolina	1,737,037	1,782,000	2.6	567,171	587,000	3.5	2,304,208	2,369,000	2.8	32,000
South Dakota	408,778	412,000	0.8	255,282	266,000	4.2	664,060	678,000	2.1	34,000
Tennessee	3,097,473	3,298,000	6.5	834,747	858,000	2.8	3,932,220	4,156,000	5.7	123,000
Texas	8,499,972	8,495,000	−0.1	3,906,636	3,926,000	0.5	12,406,608	12,421,000	0.1	240,000
Utah	749,633	760,000	1.4	361,000	365,000	1.1	1,110,633	1,125,000	1.3	46,000
Vermont	313,725	326,000	3.9	104,466	113,000	8.2	418,191	439,000	5.0	20,000
Virginia	3,610,396	3,711,000	2.8	921,384	1,007,000	9.3	4,531,780	4,718,000	4.1	76,000
Washington	2,610,890	2,716,000	4.0	1,141,352	1,190,000	4.3	3,752,242	3,906,000	4.1	144,000
West Virginia	810,743	826,000	1.9	359,395	369,000	2.7	1,170,138	1,195,000	2.1	32,000
Wisconsin	2,397,418	2,402,000	0.2	722,608	719,000	−0.5	3,120,026	3,121,000	0.0	185,000
Wyoming	250,714	237,000	−5.5	189,441	180,000	−5.0	440,155	417,000	−5.3	23,000
TOTAL	**135,431,112**	**139,041,000**	**2.7**	**40,760,227**	**41,948,000**	**2.9**	**176,191,339**	**180,989,000**	**2.7**	**5,148,000**

Source: Federal Highway Administration, Table SS86-3, published October, 1987.

Estimated Licensed Drivers, by Sex and States, 1986 and 1987

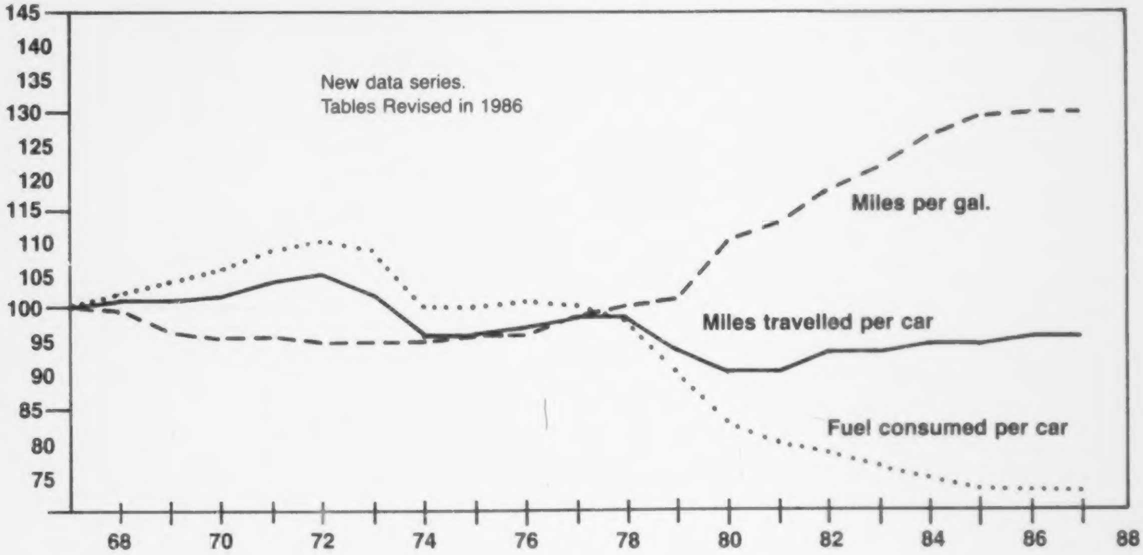
(Add 000)

	1986 (Actual)				1987 (Estimated)			% Change Total Drivers	
State	Male	Female	Total	% Male Drivers	Male	Female	Total	1987 vs 1986	1986 vs 1976
Alabama	1,322,727	1,221,988	2,544,715	51.98	1,346	1,246	2,594	1.9	22.1
Alaska	172,856	137,144	310,000	55.76	178	141	319	2.9	45.1
Arizona	1,113,608	1,048,897	2,162,505	51.50	1,127	1,062	2,189	1.2	57.5
Arkansas	861,750	784,029	1,645,779	52.36	874	796	1,670	1.5	21.2
California	9,520,239	8,497,046	18,017,285	52.84	9,744	8,696	18,440	2.3	28.3
Colorado	1,229,348	1,063,125	2,292,473	53.63	1,239	1,071	2,310	0.8	29.2
Connecticut	1,197,253	1,137,590	2,334,843	51.28	1,211	1,150	2,361	1.1	23.6
Delaware	229,562	225,838	455,400	50.41	233	229	462	1.4	19.4
Dist. of Col.	212,455	176,203	388,658	54.66	215	178	393	1.1	15.9
Florida	4,308,008	4,026,790	8,334,798	51.69	4,394	4,108	8,502	2.0	33.2
Georgia	2,089,120	1,992,362	4,081,482	51.19	2,152	2,053	4,205	3.0	40.9
Hawaii	334,433	277,668	612,101	54.64	344	285	629	2.8	15.0
Idaho	354,437	329,661	684,098	51.81	359	334	693	1.3	14.0
Illinois	3,636,746	3,456,625	7,093,371	51.27	3,684	3,502	7,186	1.3	8.3
Indiana	1,951,129	1,810,064	3,761,193	51.88	2,002	1,857	3,859	2.6	9.2
Iowa	920,543	963,306	1,883,849	48.87	925	968	1,893	0.5	−3.8
Kansas	823,812	827,796	1,651,608	49.88	822	826	1,648	−0.2	−3.9
Kentucky	1,197,934	1,100,507	2,298,441	52.12	1,216	1,117	2,333	1.5	17.5
Louisiana	1,388,706	1,312,084	2,700,790	51.42	1,376	1,300	2,676	−0.9	25.5
Maine	412,045	405,883	817,928	50.38	419	412	831	1.6	26.3
Maryland	1,513,338	1,435,896	2,949,234	51.31	1,536	1,457	2,993	1.5	18.6
Massachusetts	2,032,975	1,889,103	3,922,078	51.83	2,069	1,923	3,992	1.8	7.6
Michigan	3,201,939	3,130,939	6,332,878	50.56	3,228	3,156	6,384	0.8	4.7
Minnesota	1,268,532	1,187,294	2,455,826	51.65	1,275	1,193	2,468	0.5	−4.5
Mississippi	896,128	848,060	1,744,188	51.38	900	851	1,751	0.4	15.8
Missouri	1,748,395	1,681,667	3,430,062	50.97	1,766	1,698	3,464	1.0	13.1
Montana	324,108	267,114	591,222	54.82	331	273	604	2.2	10.5
Nebraska	558,536	539,049	1,097,585	50.89	562	542	1,104	0.6	7.0
Nevada	368,146	339,403	707,549	52.03	373	343	716	1.2	57.3
New Hampshire	392,678	370,201	762,879	51.47	404	380	784	2.8	35.9
New Jersey	3,110,055	2,793,945	5,904,000	52.68	3,160	2,838	5,998	1.6	40.0
New Mexico	532,526	491,559	1,024,085	52.00	548	506	1,054	2.9	35.9
New York	5,387,622	4,559,872	9,947,494	54.16	5,469	4,629	10,098	1.5	11.3
North Carolina	2,163,441	2,080,735	4,244,176	50.97	2,206	2,122	4,328	2.0	24.7
North Dakota	225,102	213,180	438,282	51.36	226	215	441	0.6	13.6
Ohio	3,798,426	3,588,112	7,386,538	51.42	3,836	3,624	7,460	1.0	−8.9
Oklahoma	1,075,290	1,062,635	2,137,925	50.30	1,092	1,080	2,172	1.6	19.7
Oregon	1,023,631	919,967	1,943,598	52.67	1,021	917	1,938	−0.3	21.4
Pennsylvania	4,045,353	3,645,916	7,691,269	52.60	4,093	3,689	7,782	1.2	10.9
Rhode Island	318,735	308,695	627,430	50.80	323	312	635	1.2	5.4
South Carolina	1,098,507	1,070,122	2,168,629	50.65	1,123	1,093	2,216	2.2	36.9
South Dakota	248,184	236,756	484,940	51.18	249	238	487	0.4	2.4
Tennessee	1,574,324	1,532,260	3,106,584	50.68	1,607	1,565	3,172	2.1	22.7
Texas	5,816,883	5,312,310	11,129,193	52.27	5,933	5,419	11,352	2.0	41.4
Utah	489,523	481,301	970,824	50.42	498	490	988	1.8	27.9
Vermont	207,705	189,368	397,073	52.31	214	195	409	3.0	31.5
Virginia	2,003,348	1,934,223	3,937,571	50.88	2,047	1,977	4,024	2.2	28.3
Washington	1,552,212	1,477,245	3,029,457	51.24	1,574	1,498	3,072	1.4	32.3
West Virginia	695,343	602,518	1,297,861	53.58	698	604	1,302	0.3	−2.0
Wisconsin	1,671,158	1,558,088	3,229,246	51.75	1,693	1,578	3,271	1.3	16.4
Wyoming	173,110	152,897	326,007	53.10	172	151	323	−0.9	8.5
Total	**82,791,964**	**76,695,036**	**159,487,000**	**51.91**	**84,084**	**77,891**	**161,975**	**1.6**	**19.0**
Percent Change From Prior Year	**1.5**	**1.9**	**1.7**	—	—	—	—	—	—

Source: Federal Highway Administration, Table SS86-5, published October 1987.

Passenger Car Efficiency Index

(Index: 1967 = 100)



Source: Energy Information Administration, Monthly Energy Review, 1987

Passenger Car Energy Indicators—1967-1987(a)

(1967 = 100)

	Passenger Cars Only						Passenger Cars and Motorcylces		
	Avg. Fuel Used per Car		Avg. Miles Traveled per Car		Avg. Miles per gal. of Fuel				
Year	Gal.	Index	Miles	Index	Miles	Index	Number Registered (000)	Gasoline Consumed (000,000 gal.)	Miles Traveled (000,000)
1987(b)	515	73.0	9,650	95.7	18.50	131.0	144,189	72,000	1,509,859
1986	525	73.4	9,625	95.7	18.32	130.2	140,693	71,350	1,312,921
1985	525	73.4	9,560	95.0	18.20	129.4	137,308	69,450	1,269,651
1984	536	75.0	9,558	95.0	17.83	126.7	134,334	73,283	1,274,074
1983	553	77.3	9,475	94.2	17.14	121.8	131,723	73,156	1,229,697
1982	566	79.2	9,428	93.7	16.65	118.3	129,500	72,848	1,191,623
1981	576	80.6	9,186	91.3	15.94	113.3	129,123	71,718	1,124,843
1980	591	82.7	9,141	90.9	15.46	109.9	127,448	73,375	1,129,887
1979	653	91.3	9,403	93.5	14.41	102.4	125,750	80,233	1,162,528
1978	701	98.0	9,835	97.8	14.04	99.8	121,717	83,775	1,194,287
1977	716	100.1	9,879	98.2	13.80	98.1	118,711	80,677	1,141,166
1976	723	101.1	9,785	97.3	13.53	96.2	115,170	78,847	1,098,147
1975	716	100.1	9,690	96.3	13.52	96.1	111,679	76,457	1,050,472
1970	760	106.3	10,272	102.1	13.52	96.1	92,095	65,784	900,992
1967	715	100.0	10,060	100.0	14.07	100.0	82,367	55,110	774,203

(a) Data for this table were revised by The Federal Highway Administration in 1986 and this automatically replaces all prior data; (b) data for 1987 were estimated by NPN, based on FHA profiles.

Mileage and Fuel Consumption Data—1986

	Personal Vehicles						
	Passenger Cars	Motor-cycles	All Personal Passenger Vehicles	Buses	All Passenger Vehicles	Trucks and Combinations	All Motor Vehicles
Fuel consumed (million gal.)	71,162	188	71,350	891	72,241	52,943	125,183
Average per vehicle (gal.)	525	36	507	1,500	511	1,318	690
Average miles per gal.	18.32	50.00	18.40	5.71	18.24	9.83	14.68
Vehicles registered (thousands)	135,431	5,262	140,693	594	141,289	40,166	181,454
Average miles traveled	9,625	1,789	9,332	8,568	9,329	12,952	10,131
Average miles traveled (millions):							
Main rural roads	—	—	291,844	1,302	239,146	156,479	449,625
Local rural roads	—	—	193,029	1,592	194,621	105,829	300,450
Urban streets	—	—	828,048	2,193	830,241	257,924	1,088,165
Total travel in 1986	**1,303,507**	**9,414**	**1,312,921**	**5,087**	**1,318,008**	**550,232**	**1,838,240**
Total travel in 1985	**1,260,565**	**9,086**	**1,269,651**	**4,876**	**1,274,527**	**499,652**	**1,774,179**

Source: Federal Highway Administration, Table VM-1, published October, 1987; all 1986 data are preliminary.

1986 Relationships by Population and Drivers

State	Resident Population (1,000)	Licensed Drivers per 1,000 Resident Population	Registered Motor Vehicles per 1,000 Resident Population	Gal. of Fuel per Vehicle	Miles per Gal.	Annual Miles per Vehicle	Vehicle Miles per Licensed Driver
Alabama	4,052	628	853	670	14.68	9,836	13,362
Alaska	534	581	679	711	15.54	11,051	12,929
Arizona	3,319	652	707	800	12.08	9,663	10,481
Arkansas	2,372	694	601	1,011	12.17	12,309	10,667
California	26,981	668	732	675	16.11	10,876	11,928
Colorado	3,267	702	846	624	15.30	9,548	11,508
Connecticut	3,189	732	803	602	15.60	9,387	10,302
Delaware	633	719	758	781	15.39	12,013	12,653
Dist. of Col.	626	621	462	632	17.97	11,360	8,457
Florida	11,675	714	887	590	14.27	8,423	10,471
Georgia	6,104	669	793	814	14.42	11,740	13,925
Hawaii	1,062	576	649	509	19.89	10,117	11,389
Idaho	1,002	683	856	626	14.50	9,076	11,374
Illinois	11,552	614	642	712	14.04	9,993	10,453
Indiana	5,504	683	758	768	12.72	9,771	10,842
Iowa	2,851	651	925	588	13.15	7,738	10,836
Kansas	2,460	671	885	666	13.67	9,109	12,001
Kentucky	3,729	616	720	795	13.70	10,894	12,727
Louisiana	4,501	600	642	833	12.41	10,334	11,056
Maine	1,173	697	744	782	14.69	11,487	12,253
Maryland	4,463	661	753	674	15.55	10,475	11,938
Massachusetts	5,832	673	659	686	15.47	10,608	10,389
Michigan	9,145	692	747	656	16.06	10,536	11,366
Minnesota	4,214	583	733	689	15.90	10,951	13,766
Mississippi	2,625	664	674	826	13.15	10,664	11,023
Missouri	5,066	677	727	850	13.27	11,286	12,120
Montana	819	722	821	761	15.12	11,504	13,086
Nebraska	1,598	687	801	711	13.86	9,862	11,507
Nevada	963	735	799	794	13.08	10,384	11,287
New Hampshire	1,027	743	1,043	486	15.19	7,387	10,373
New Jersey	7,619	775	691	731	14.38	10,508	9,375
New Mexico	1,479	692	893	722	13.82	9,977	12,861
New York	17,772	560	535	666	14.94	9,954	9,522
North Carolina	6,333	670	748	769	14.51	11,156	12,456
North Dakota	679	645	954	640	13.58	8,696	12,850
Ohio	10,752	687	759	672	14.84	9,970	11,013
Oklahoma	3,305	647	878	705	15.08	10,623	14,422
Oregon	2,698	720	839	660	15.22	10,045	11,700
Pennsylvania	11,888	647	629	697	14.89	10,383	10,094
Rhode Island	975	644	648	662	12.97	8,593	8,653
South Carolina	3,377	642	682	845	14.51	12,260	13,027
South Dakota	708	685	938	673	13.96	9,394	12,863
Tennessee	4,803	647	819	779	12.91	10,051	12,722
Texas	16,685	667	744	820	14.58	11,957	13,330
Utah	1,665	583	667	792	13.75	10,895	12,464
Vermont	541	734	773	678	16.84	11,425	12,033
Virginia	5,787	680	783	716	15.94	11,414	13,137
Washington	4,462	679	841	610	15.73	9,592	11,881
West Virginia	1,918	677	610	776	14.52	11,264	10,156
Wisconsin	4,785	675	652	744	16.55	12,317	11,900
Wyoming	507	643	868	940	12.99	12,207	16,481
Total	**241,076**	**662**	**731**	**710**	**14.68**	**10,433**	**11,526**

Source: Federal Highway Administration, Table SS86-18, published October 1987.

Gasoline	Motor Oil
Ada Resources	
Phillips (r, ur, up)	M & M Phillips "66"0
Conoco (r, ur, up)	Unique
	HDS
	HDS + 1
	Super HD II
	Trop Artic
Agway Petroleum Corp.	
Agway (r, ur, up, usp)	Agway
Power Champ (r,ur,up)	
American Petrofina, Inc.	
Fina (r, ur, up)	Fina SA Non-Detergent
	Fina Ultra Supreme
	Fina Turbo Universal
	Fina Universal
	Fina KAPPA SHD Universal
Amoco Corp.	
Amoco (r,ur,up,usp)	Amoco-Amolube
	Amoco 100
	Amoco 200
	Amoco 300
	Amoco 400
	Amoco Turbo
	Amoco LDO
	Amoco Ultimate
Anchor Gasoline Corp.	
Canal (r, ur, up)	Sun
Bayou (r, ur, up)	
Arkansas Valley Petroleum	
Phillips (r, p, sp)	
Sunoco (r, p, sp)	
Ashland Oil, Inc.	
Ashland (r, ur, up)	FourGard
SuperAmerica (r, ur, up)	Super HPO
	Turbo V
	Valvoline All-Climate
	Valvoline Racing Oil
Atlantic Refining and Marketing Corp.	
Atlantic (r, ur, usp)	Atlantic-Special
	Atlantic-Premium
	Atlantic-Super Premium
Atlantic Richfield Co.	
Arco (r, ur, up)	ARCO
	ARCO XHD
	ARCO S3 Plus
	ARCOsupreme
	ARCO Graphite
Automatic Comfort Corp.	
Citgo (r, ur)	Citgo
Texaco(r,ur)	Texaco
Sunoco(r, ur)	Sunoco
Bagwell Oil Co., Inc.	
	Unocol 76
	Chevron
	BP
	Wolf's Head
	Quaker State
Beacon Oil Co.	
Beacon (r,ur)	Beacon
Ultramo (r,ur)	Sequoia
Beneto, Inc.	
Exxon	
Bostick Brothers, Inc.	
Citgo (r, ur)	Conoco
BP America Inc.	
Sohio/Boron (ur, usp, o)	Premex
Gulf (r,ur,up)	Boron
	Nitrex
	Gulflube
	Gulf Pride
Bradley Petroleum Inc.	
	Sinclair

KEY:
Gasoline
(r) Regular
(ur) Unleaded regular
(p) Premium
(up) Unleaded premium
(sp) Super premium
(usp) Unleaded super premium
(o) Other
(d) Diesel

Gasoline	Motor Oil
Bray Terminals, Inc.	
Citgo (r,ur,p,up,sp,usp,o)	X-tra Range
Brennan Petroleum Co.	
Brenco (r,ur,p,up)	
Browning Oil Co.	
Shell (r,ur,p,up)	Shell
Rally (r,ur,up)	
Dennis K. Burke Inc.	
Citgo (r, ur, up, usp)	Fleetline
	Citgo
	Texaco
	Shell
	Castrol
	Chevron
C.S.C. Oil Co.	
CSC (r, ur, up)	
Campbell Oil Co.	
Shell (r, ur, p)	Shell
	Sun
	Union
Cannon Oil Corp.	
Cannon (ur, up, usp, d)	Cannon
Center Independent Oil Co.	
	Vavoline
	Quaker State
	Pennzoil
	Kendall
	Wolf's Head
Certified Oil Co.	
	Certified
	Quaker State
	Valvoline
	Shell
Chapman Inc.	
Texaco (r,ur,p,up, sp,usp)	URSP
	Havoline
Charter Marketing Co.	
Charter (r, ur, up)	
Chevron Corp.	
Gulf (ur, usp)	Zerolene
Chevron (ur, usp, o)	Chevron Special
Calco (r, ur, up, o)	Gulfpride Single-G
	Chevron DELO 100
	Gulflube XHD
	Chevron Custom
	Gulfpride Super Premium
	Chevron RPM DELO
	Gulf Super Duty
	Chevron DELO 300
	Chevron DELO 400
	Gulf Super Duty Plus
	Chevron Sub-Zero Fluid
Circle K Corp.	
Aero K (r, ur, p, up)	
CITGO Petroleum Corp.	
Citgo Reg. (r, ur)	Citgo Non-detergent
Premium (r, ur)	Citgo C-300 HD Detergent
Citgo Advantage Mid-grade (o)	
	Citgo All Season
	Citgard 500 Motor Oils
	Citgard 600

Gasoline	Motor Oil
Clark Oil & Refining Corp.	
Regular Leaded	Clark H.D.
Regular Unleaded	Clark Premium 5W-30
Super Unleaded	Clark Premium 10W-40
	Clark Premium 10W-30
The Coastal Corporation	
Coastal Mart (r,ur,p,up,sp,usp,o)	Uni-Lube
	Derby
Derby (r,ur,p,up,sp,usp,o)	Belcher
Coen Oil Co.	
Amoco	Amoco
Union	Union
Mobil	Mobil
Citgo	Citgo
Pennzoil	Pennzoil
	Quaker State
	Valvoline
Colonial Oil Industries, Inc.	
Golden Premium	Enmark
No Lead	
Sterling	
Como Oil Co.	
Phillips 66 (r, ur, p, up)	
Conoco Inc.	
Conoco (r, ur, up)	Par
Jet (r, ur, up)	Triangle
	Tracon
	Fleet
	Super
	HP Naling
	HP Turbo
	HP Xtreem
Consumers Oil	
	Mobil
	Texico
Crockett Oil Co.	
	Conoco
	Shell
	Havoline
	Phillips
	Sunoco
	Mobil
Crown Central Petroleum Corp.	
Crown (r, ur, up, usp, d)	Crown All-Season HD
Peoples (r, ur, up, d)	Peoples All-Season HD
	Crown Premium HD
	Peoples Premium HD
	Crown Quality
	Peoples Quality
	Crown Universal ATF
	Peoples Universal ATF
Crystal Flash Petroleum	
	Citgo
Curtis Parker Oil Co., Inc.	
Regular	Par
Regular unleaded	Tracon
Super unleaded	Super
K.E. David Ltd.	
Citgo (r, ur)	
DeBlois Oil Co.	
Texaco (r,ur)	Texaco
Sunoco (r,ur)	Sunoco
Citgo (r,ur)	Citgo
Drakes Refining Stations	
	National
	Quaker State
	Pennzoil
East Coast Oil Corp.	
East Coast (r, ur, up)	
Englefield Oil Co.	
Gulf (r, ur)	Duke
Marathon (r, ur)	Gulf
	Marathon
	Mobil

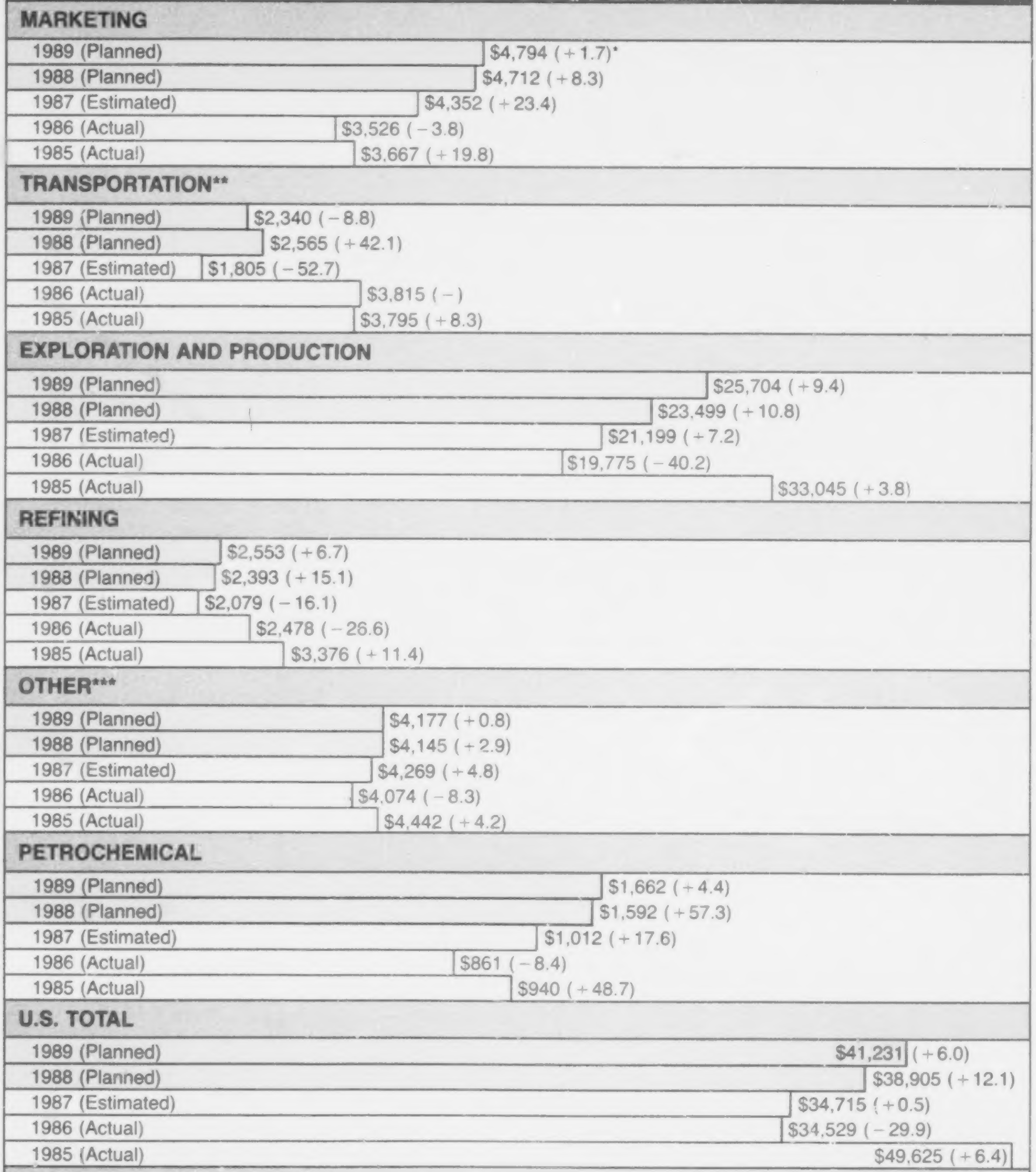
	Gasoline	Motor Oil
Exxon Company, U.S.A.	Exxon (r, ur,) Exxon Plus (up) Exxon Supreme (usp)	Superflo High Performance Superflo Single Grade Superflo Multi-Grades Superflo Supreme Performance
Farm & Home Oil Co.	Texaco (ur,up,usp, d) Amoco (ur, up, usp)	
Fas-Stop, Inc.	APCO (r, ur)	
F.O. Fletcher Oil, Inc.	Veltex (r,ur) Price-Less (r,ur)	
Fortmeyer Inc.	Pennzoil (r,ur,p,up,sp,usp,o) Ashland (r,ur,p,up,sp,usp,o)	Citgo Pennzoil
H.N. Funkhouser & Co.	Texaco (r, ur) Handy Mart (r, ur)	Quaker Pennzoil Kendall Texaco Havoline
The Gas King Corp.	Mobil Texaco Exxon	
Gasco Gasoline, Inc.	Gasco (r, ur, up)	Gasco Premium Gasco-H.D. Premium
Geldbach Petroleum Co., Inc.	Mobil	Mobil
General Oil Co., Inc.	Regular leaded Regular unleaded Premium unleaded	
Global Petroleum Corp.	Mobil Sun Conoco Global King Coastol	
Godwin Oil Co.	Texaco Phillips	
Golden Gate Petroleum Co.	Mobil (r, ur, up) Shell (r,ur, up)	Bay Area/Diablo Unocal Chevron Mobil Shell
Gresham Petroleum Co.	Amoco (r, ur, up, d)	Amoco
Gulf Oil	Gulf (r, ur, usp)	Gulflube Gulflube HD Gulflube XHD Super Duty Gulfpride Super Premium
Gull Industries Inc.	Gull (r, ur, up)	
Highway Oil, Inc.	Regular unleaded Premium unleaded Diesel	Workingman's Friend
Angus I. Hines Inc.	Shell (r, ur, up,d) Texaco (r, ur, up, d) Sentry (r, ur, up, d) Citgo	Sentry Texaco Shell
Hop-In Food Stores	Hop-In w/ethanol(r, ur, up)	Empire Havoline Quaker State Pennzoil
Horn Distributing Co., Inc.	Gulf	
Hull Oil Co.	Chevron (r,ur,p,up,sp, usp,o) Hull (r,ur,p,up,sp,usp,o)	Chevron
Hunt Refining Co.	Parade (r, ur, up)	
J. & L. Inc.		J&L Special J&L Certified HD J&L HD10W30, 10W40
Joe Bob's Food Stores, Inc.	Crystal (r,ur,up,usp)	Saxon N.D. Saxon H.D. Saxon 10W30, 10W40
Kellam Energy, Inc.		Texaco Quaker State Arco
Kellett Oil Co.	Texaco (r,ur,p,up,sp,usp) Phillips 66 (r,ur,p,up,sp,usp,o) Sinclair (r,ur,p,up,sp,usp)	GRC Texaco
Kelley Williamson Co.	Mobil (r) Citgo (r)	Citgo Mobil Phillips
Kerr-McGee Refining Corp.	KM (r, ur, up, usp, o)	Valu Lube Heavy Duty Blue Max All-Fleet Blue Velvet Fuel Efficient
Kickapoo Oil Co., Inc.	Kickapoo (r,ur, p, up, d)	Kickapoo Pennzoil
Kimber Petroleum Corp.	Amoco Citgo Mobil	Amoco Citgo Mobil
Kingston Oil Supply Corp.	Mobil Getty	Mobil
Kirschner Bros. Oil Co.	Chevron Getty	
Lake Shore Petrocorp	Phillips 66 (r, ur) Marathon (r, ur)	Phillips Trop Artic Phillips All Season
H. C. Lewis Oil Co.	Exxon (r, ur, usp)	Exxon
The Lyden Company	Amoco (r,ur,usp,d) Citgo (r,ur,up)	Amoco Quaker State Valvoline
Marathon Petroleum Co.	Mile Maker (r) Super M (p)	
Martin Oil Marketing, Ltd.	Martin (r, ur, usp, o, d)	Martin Oil SAE 30 Martin All Season 5W30 Martin All Season 10W30 Martin All Season 10W40
McLeieer Oil, Inc.		Kendall Unocal 76 Marathon Sunoco Shell Pennzoil
Merchants Oil Inc.	Dino (r, ur, p, up, sp, usp)	Sinclair Trop Arctic Pennzoil Quaker State Shell
Merit Oil Corp.	Merit (r, ur, up)	Merit Special Merit 10W30 Merit 10W40 Merit ATF
M.G.S. Oil, Petroleum & General Trading Corp.	Marathon (r,ur, up)	Marathon 20W50 Marathon 15W40 Marathon W20 & 30 Arco W20 & 30
Mid-Continent Systems, Inc.	Phillips (r,ur,p,up,sp,usp,o) Delo (r,ur,p,up,sp,usp,o)	Shell Rotella Quaker State Texaco Havoline
Midwest Petroleum Co.	Sunoco Shell	All Temp Pennzoil Sun Shell Chevron
Mid-Missouri Oil Co.		Shell
Miller Enterprises, Inc.	Unocal (r,ur,p,up,sp,usp,o) Phillips (r,ur,p,up,sp,usp,o)	Unocal Handy Way
Missouri Terminal Oil Co.	Fina (r,ur,p,up,sp,usp,o,d) Midco (r,ur,p,up,sp,usp,o,d)	Fina
Mobil Oil Corp.	Mobil (r,ur,usp,o)	Mobil Regular Mobil Heavy Duty Mobil Super Mobil Delvac Mobil 1
Munro Petroleum & Terminal Corp.	Shell M.P.	Shell Mobil Royal
Murphy Oil USA, Inc.	Spur (r, ur, p)	
Musket Corp.	Love's (r, ur, usp, d)	Double Eagle Recond. 30W Sup-R-Lub 30W Sup-R-Lub 20W Pennzoil 20W Pennzoil 30W Quaker State Red 30W
National Oil & Gas Inc.	Phillips (r,ur,p,up,sp,usp) Marathon (r,ur,p,up,sp,usp)	Shell Amoco Pennzoil Marathon Phillips Mobil Hydrotex
Neal, Inc.	Fina (r, ur, up)	

Gasoline	Motor Oil
Nella Oil Co.	
1-Stop (r, ur, p, up, sp, usp, o)	
Exxon (r, ur, p, up, sp, usp, o)	
Newell Oil Co. Inc.	
Gulf (r,ur,up)	Gulf Pride
	Delo RPM
Noco Energy Corp.	
Noco (r,ur,p,up,sp,usp)	Exxon
	Mobil
Olympian Oil Co.	
Olympic (r,ur)	Olympic
Parker Oil Co., Inc.	
Union 76	Union 76
Exxon	Exxon
Citgo	Citgo
Petrol	Texaco
Peavey Oil Co.	
Texaco (r, ur, up, d)	Texaco
	Chevron
	Pennzoil
	Valvoline
Pennzoil	
Pennziol (r, ur, up, sp)	
Petroleum Marketers, Inc.	
Save Cash (r)	
Petrotex Marketing Inc.	
Shell (r, ur, up)	Liberty
	Approved
	Fina
	Quaker State
	Pennzoil
	Shell
	Castrol
	Texaco
	Chevron
Pettway Oil Co.	
Amoco (ur, up, usp)	Amolube
	Amoco 20030
	Amoco 30030
	Amoco Ultimate
Phillips 66 Co.	
Phillips (r, ur, p, up, sp, usp)	Unique
	M M Motor Oil
	Super HD II
	Trop Artic
	HDS
Pilot Oil Corp.	
Pilot (r, ur, up)	Pilot
Pride of Texas Distributing Co. Inc.	
Texaco	
Diamond Shamrock	
Pride Oil Co., Inc. (Miss.)	
Pride (r, ur, p, up, sp)	Kendall
	Pennzoil
	Quaker State
	Havoline
Pride Oil Co. Inc. (Tenn.)	
Pride (r, ur, up)	Kelso
	Havoline
	Kendall
Private Brand Services, Inc.	
	Pennzoil
	Quaker State
Publix Oil Co., Inc.	
Publix (r, ur, p, up, sp, usp, o)	
Quaker State Oil Refining Corp.	
Quaker State (r, ur, up)	Quaker State HD
	Quaker State HDX
	Universal Fleet
	Quaker State Super Blend
	Quaker State DeLuxe
	Quaker State Sterling
Quiktrip Corp.	
Redline (r, p, sp)	
Red Hed Oil Co., Inc.	
	Cruise Master
	Valvoline
	Texaco
	Phillips Trop Artic
	Pennzoil
	Quaker State
Reinauer Petroleum Inc.	
Citgo (r, ur, p, up, usp, o)	
Reinhardt Oil Corp.	
	Sunoco
	Citgo
Remote Services, Inc.	
Convenient (r, up, usp, d)	
River Oil Co.	
Phillips 66	Phillips 66
Robinson Oil Co., Inc.	
Rotten Robbie (r, ur, usp, d)	
Ross Resources, Inc.	
Apco (r, ur)	
Royster Oil Co., Inc.	
Gulf (r,ur, sp)	Saphire
	Gulflube
	Pride Single G
	Super Premium
	Super Duty
Russell Petroleum Corp.	
Regular leaded	Quaker Stae
Regular unleaded	Texaco
Premium unleaded	
Sahara Oil Co., Inc.	
Texaco (r, up, usp, d)	
Santee Oil Co., Inc.	
Shell (r,ur, usp)	Shell
Marathon (r, ur, usp)	
SCASCO	
Texaco (r,ur,p,up,sp,usp,o)	Texaco
Hess (r,ur,p,up,sp, sp,o)	
Sears Oil Co. Inc.	
Sears (r, ur, p, up, sp, usp)	Sears Premium
	Sears Supreme
Self-Service Oil Co.	
Vista (r, ur, p, up, usp)	
Shay Oil Co., Inc.	
Exxon (r, ur, p, up, sp, usp)	Exxon
Shelby Petroleum Corp.	
Peer (r, ur, p, up, sp, usp)	Bonus Regular
Bonus (r, ur, p, up, sp, usp)	Sail Premium
	Peer Premium
	Peer Heavy Duty
	Peer Multi-Grade
Shell Oil Co.	
Shell (r, ur, up, usp)	Shell
	X-100
	Fire & Ice 2000
	Super 2000
Shotmeyer Bros. Petroleum Corp.	
Mobil	Mobil
R.L. Smeltz Oil Co., Inc.	
Amoco	Amoco
Pennzoil	Pennzoil
SOS Oil Corp	
Gulf (ur, up)	Beaver
	SOS
Southern Counties Oil Co.	
Arco (r,ur, p, up)	Southern Counties Oil
Mobil (r, ur, p, up)	Chevron
	Unocal
	Mobil
	Texaco
	Shell
	Arco
Southern Oil Co., Inc.	
	Phillips 66
	Quaker State
	Pennzoil
Southern States Co-op	
Southern States	Co-op
The Spencer Co., Inc.	
Amoco (ur, r, d)	LDO
Citgo (ur, r, o)	Amolube
	Ultimate
	Citgo All Season
Steuart Petroleum Co.	
Steuart (r, ur, p, up)	Cam2
	Pennzoil
Stevens Oil Co.	
Chevron (r, p,up,sp,usp,d)	Zerolene
	Special
	Custom
	Delo 400
Sumrall Oil Services, Inc.	
SOS	
Sun Refining and Marketing Co.	
Sunoco (r, ur, up, usp, o)	Diamond
DX (r, ur, p, up)	Sun Lube
	Dynalube
	Special
	MPG Plus
Sunshine Jr. Stores, Inc.	
Jr. (r,ur)	Rallye
Citgo (r,ur)	Mobil
	Citgo
	Pennzoil
	Texaco-Havoline
	Quaker State
	Castrol
TCR, Inc.	
TCR (r, ur, p)	TCR
Texaco Inc.	
Texaco (r,ur,up,sp,o)	URSA Oil Extra Duty
	URSA Oil Super Plus
	URSA Oil Premium
	Havoline Premium
	Havoline Supreme
	Havoline High Performance
	Havoline Superior
Thornhill Oil Co.	
Amoco (r,ur, up)	Amolube
	LDO
	Ultimate
Time Saver Stores Inc.	
	Golden State
	Quaker State
	Pennzoil
Tooley Oil Co.	
Tooley's (r, ur, sp, usp, d)	
Shell (r, ur, sp, usp, d)	
Total Petroleum, Inc.	
Total (r, ur)	Total Big Value
Apco (r, ur)	Total Golden Supreme
Vickers (ur)	Total All Season
Transit Oil Co.	
Transit (r, p, sp)	Transit
Travelers Petroleum, Inc.	
Texaco (r,ur,up,sp)	
Self Way (r,ur,p,up)	

Marketing Investments at Record Highs

The oil marketing industry may not be out of the woods yet in terms of profits and prices, but there is definite optimism in the record capital investments in marketing facilities for 1988 and 1989, as reported by Data Resources, Inc. subsidiary of McGraw-Hill, Inc. of New York. Below is their latest survey data, released in May 1988.

Marketing Investments Move Closer to $5-Billion Mark



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* Figures in parentheses indicate percentage change from previous year.

** Does not include gas pipelines.

*** Includes coal mining by oil companies.

X Insufficient replies to make valid projections.

Source: Data Research Inc./McGraw-Hill Inc. Thirty-sixth survey of Preliminary Plans for New Plants and Equipment 1985-1989, data collected in September-October and published in late November, 1987.

Capital Spending in the Oil Industry: A 20-Year Overview at Home and Abroad

Embarrassedly, Chase Manhattan Bank says it still has not completed its capital spending surveys for 1985 and 1986. In March, a spokesman said the bank "may be able to get the reports out this summer but even this may be subject to further delays." The bank has been publishing the capital spending reports for about 50 years.

(Millions of Dollars)

	1984		1983		1982		1981		1980	
	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign	U.S.	Foreign
Marketing	$ 1,900	$ 3,275	$ 1,375	$ 3,330	$ 1,400	$ 3,700	$ 1,425	$ 3,775*	$ 1,300	$ 3,750
Refining (a)	4,200	15,700	5,100	17,075	7,550*	19,525*	7,250	18,325	5,650	16,125
Transportation	975	5,925	1,000	7,725	1,300	7,650	1,725	10,300	2,150	7,725
Production	38,050	34,650	37,275	36,575	52,275*	43,400*	51,700	41,675	33,100	33,775
Other	725	1,375	850	1,500	1,025	1,600	900	1,525	700	1,250
Total	**45,850**	**60,925**	**45,600**	**66,175**	**63,550***	**78,875***	**63,600**	**75,600**	**42,900**	**62,625**

	1979		1978		1977		1976		1975	
Marketing	975	2,775	950	2,290	775	1,895	625	1,555	650	1,550
Refining (a)	4,625	14,385	4,050	13,275	3,770	10,965	3,775	7,635	3,600	8,270
Transportation	1,450	6,575	1,350	7,380	2,300	8,060	3,900*	12,350*	3,725	11,510
Production	24,600	24,465	17,650	20,055	15,180	17,280	13,460	12,315	9,380	9,875
Other	550	1,225	475	980	445	980	325	785	370	735
Total	**32,200**	**49,425**	**24,475**	**43,900**	**22,400**	**39,180**	**22,085**	**34,640**	**17,725**	**31,900**

	1974		1973		1972		1971		1970	
Marketing	650	1,565	850	1,630	1,100	1,725	1,350	2,030	1,450*	1,770
Refinery (a)	2,600	7,115	1,475	4,565	1,350	4,995	1,550	4,740	1,625	3,900
Transportation	1,660	9,760	550	7,230	425	4,580	675	3,435	550	2,915
Production	11,450	8,085	7,440	5,485	5,915	4,190	3,385	3,830	4,335	2,895
Other	325	550	325	445	260	450	290	515	265	420
Total	**16,625**	**27,075**	**10,640**	**19,355**	**9,050**	**15,900**	**7,250**	**14,550**	**8,225**	**11,900**

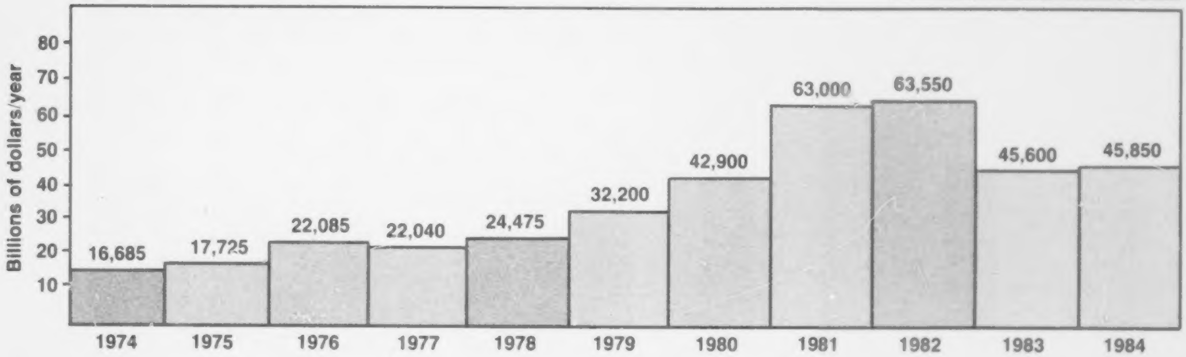
	1969		1968		1967		1966		1965	
Marketing	1,250	1,555	1,150	1,515	1,250	1,455	1,100	1,310	1,000	1,430
Refinery (a)	1,525	2,995	1,450	2,980	1,600	2,550	1,575	2,435	1,125	1,665
Transportation	400	2,600	475	2,280	400	1,740	300	1,755	265	1,510
Production	4,750	2,790	4,925	2,535	4,025	1,975	3,770	1,870	3,760	2,025
Other	250	260	350	240	375	205	380	180	225	170
Total	**8,175**	**10,200**	**8,350**	**9,550**	**7,650**	**7,925**	**7,125**	**7,550**	**6,375**	**6,800**

(a) Includes chemicals and petrochemicals.
*Peak years are indicated with asterisks.
Source: Chase Manhattan Bank, Capital Investments in The World Petroleum Industry.

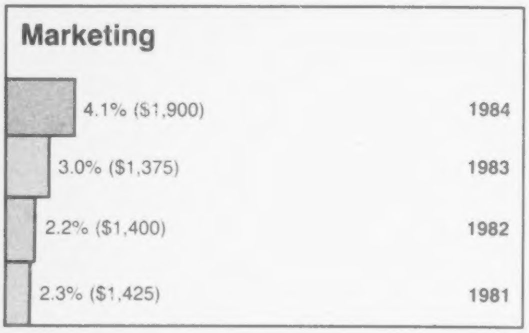
Capital Spending by U.S. Oil Companies

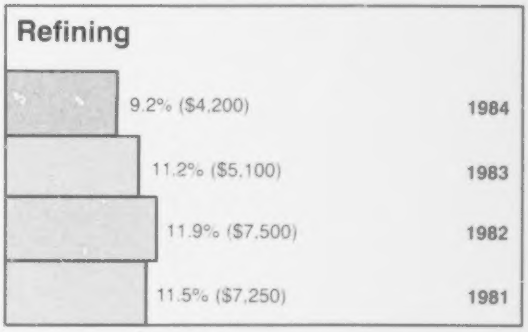
(millions of dollars)

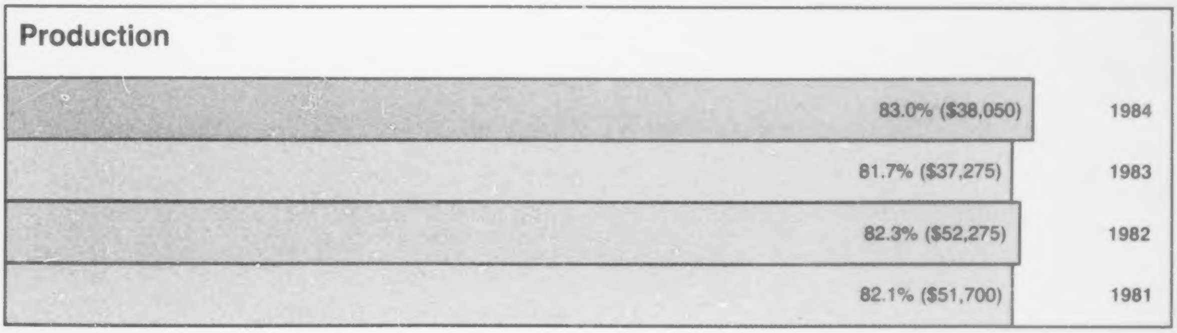
See note on preceding page about the availability of data covering the years 1985 and 1986.

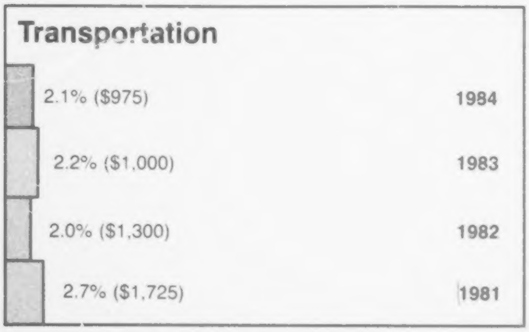


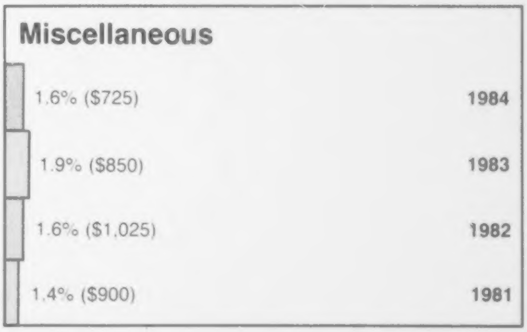
Spending by Divisions and Percentages


Marketing


Refining

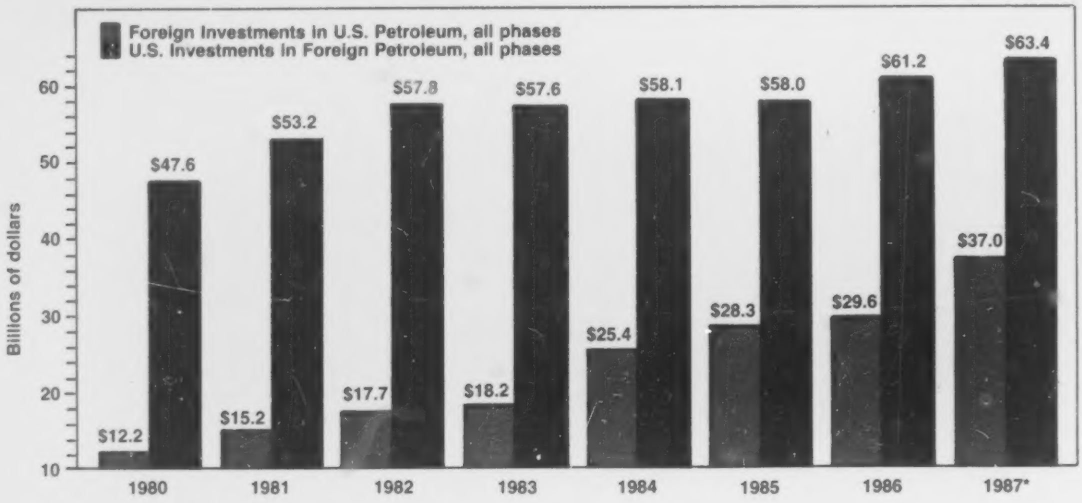

Production


Transportation


Miscellaneous

Source: Chase Manhattan Bank, New York, NY

Foreign and U.S. Investments in Petroleum



*Estimated By *NPN*

Source: Profiles of Foreign Direct Investment in U.S. Energy 1986, Energy Information Administration.

If current patterns continue into the mid-90s, foreign investors could wind up owning enough parts and pieces of the U.S. oil industry to have substantial influence on domestic supplies, prices and marketing facilities.

The amount invested so far is only a drop in the bucket in relation to the total value of the domestic petroleum industry, maybe only 6% to 7%. Nevertheless, it is there and growing by the billions of dollars. That little drop could easily become a bucketful or two by 1995 or thereabouts.

Consider, for example, some current statistics:

- Foreign investors now own or market through one out of every five service stations in the U.S.
- They sell about one out of every seven gallons of gasoline bought by American motorists.
- They control about one-fifth of the U.S. refinery capacity and one out of every seven refineries.
- They had a hand in not quite two out of every 10 b/d of domestic crude oil and natural gas liquids produced in the U.S. in 1986.

The FDIs in petroleum were 29.6% of the total FDIs in the U.S. in 1986 and, remembering that BP-London alone poured more than $7-billion into its acquisition of Standard Oil Co. last year, there's no question that the FDIs topped $36-billion in 1987.

The fortunate part of these FDIs is that the bulk ($26.1-billion) are European—primarily The Netherlands and the United Kingdom. OPEC investments are still relatively small, being counted in the millions of dollars, not billions. Don't forget, however, Kuwait bought into a Texas oil company last year while Venezuela picked up a 50% interest in Citgo Petroleum and Italy's AGIP, not a member of OPEC, got 50% of an East Coast independent. Meanwhile, OPEC members are avidly interested in buying into U.S. oil marketers and some, notably Texaco, are eagerly courting them.

Foreign Direct Investments in the U.S.

(billions of dollars)

Year	FDI in U.S. Petroleum	Total FDI in U.S.	% Petroleum of Total
1987*	$37.0	$230.0	16.1%
1986	29.6	209.3	14.1
1985	28.3	184.6	15.3
1984	25.4	164.6	15.4
1983	18.2	137.1	13.3
1982	17.7	124.7	14.2
1981	15.2	108.7	14.0
1980	12.2	83.0	14.7

(*) Projected by NPN.

U.S. Direct Investments in Foreign Petroleum

Year	U.S. Direct Investment in Foreign Oil	Total U.S. Investment Abroad	% Petroleum of Total
1987*	$63.4	$267.3	23.7%
1986	61.2	259.9	23.5
1985	58.0	229.7	25.3
1984	58.1	211.5	27.5
1983	57.6	207.2	27.8
1982	57.8	207.8	27.8
1981	53.2	228.3	23.3
1980	47.6	215.4	22.1

(*) Projected by NPN.

FDIs in Marketing, Refining and Production

	1986	1985	1984
Branded retail outlets			
FDI companies	26,223	27,421	25,860
U.S. total	120,150	124,600	132,080
% FDI of U.S. total	21.8%	22.0%	19.6%
Gasoline supplied (in thousands of b/d)			
Total FDIs	1,263	1,285	1,066
U.S. total	7,034	6,831	6,693
% FDI of U.S. total	18.0%	18.8%	15.9%
Refineries			
Total FDIs	30	28	28
U.S. total	219	216	223
% FDI of U.S. total	13.7%	13.0%	12.6%
Crude distillation capacity (in thousands of b/d)			
Total FDIs	2,979	2,601	2,293
U.S. total	15,566	15,459	15,659
% FDI of U.S. total	19.1%	16.8%	14.6%
Crude oil and NGL production (in thousands of b/d)			
Total FDIs	1,507	1,452	1,365
U.S. total	10,289	10,636	10,554
% FDI of U.S. total	14.6%	13.7%	12.9%
Crude oil and NGL proved reserves (millions of bbl.)			
Total FDIs	5,569	5,847	5,800
U.S. total	35,054	36,360	36,089
% FDI of U.S. total	15.9%	16.1%	16.1%

How Oil Companies Handle

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	BRANDED SERVICE STATIONS			
			Supplied Directly	Supplied Through Jobbers and Commissioned Agents	Lessee/ Dealer-operated	Salary-operated
Ada Resources	125	1	80	45	76	4
Agway Petroleum Corp.	186	9	4	—	—	4
American Petrofina, Inc.	4,117(A)	24	175	3,119	26	136
American Refining Group, Inc.	5(B)	1	5	—	3	2
Amoco Corp.	11,291	30	3,919	7,372	3,715	204
Anchor Gasoline Corp.	61(D)	1	61	—	61	—
Arkansas Valley Petroleum	42(E)	2	3	—	3	—
Ashland Oil, Inc.	2,103	18	0	494	494	0
Atlantic Refining & Marketing Corp.	940(F)	6	620	320	716	218
Atlantic Richfield Co.	1,738(G)	5	1,254	484	—	—
Automatic Comfort Corp.	44	1	44	—	16	28
Aztex Enterprises	35	1	35	—	—	35
BP America, Inc.	7,716(I)	29	2,584	5,050	1,155	1,032
Bagwell Oil Co., Inc.	33	2	25	—	—	—
Beacon Oil Company	300	6	—	16	16	—
Beneto Inc.	14(H)	1	5	0	9	5
Best Oil Co.	19	1	15	4	2	17
Bostick Brothers, Inc.	6	1	5	—	—	—
Bradley Petroleum Inc.	33(J)	3	0	0	0	0
Bray Terminals, Inc.	73	1	—	73	73	—
Brennan Petroleum Co.	1	1	1	—	—	1
Browning Oil Co.	28	1	28	—	28	—
Dennis K. Burke, Inc.	1	1	—	—	—	—
C.S.C. Oil Co.	22	2	15	—	—	15
Campbell Oil Co.	90	1	20	—	20	—
Cannon Oil Corp.	18	3	0	0	0	0
Center Independent Oil Co.	12	1	12	—	—	12
Certified Oil Co.	165	3	165	—	11	154
Champlain Oil Co.	101	4	29	—	27	2
Chapman Inc.	65(K)	3	65	—	51	14
Charter Marketing Co.	550	13	550	—	50	470
Chevron Corp.	12,928	34	4,499	6,523	10,385	637
W.R. Childress Oil Co. Inc.	50	1	—	7	7	—
Cibro Gasoline Corp	—	—	—	—	—	—
Circle K Corp.	259	12	—	—	—	—
CITGO Petroleum Corp.	7,458	39	0	1,960	0	0
Clark Oil & Refining Corp.	985	12	985	0	23	957
The Coastal Corp.	880	22	769	111	261	611
Coen Oil Co.	150	1	100	—	100	—
Colonial Oil Industries, Inc.	62	3	62	—	—	29
Como Oil Co.	30	2	—	—	—	—
Conna Corp.	271	9	—	—	—	—
Conoco Inc.	5,918	39	484	5,075	0	484
Consumers Gasoline Stations	30	3	30	—	—	30
Consumers Oil	46	2	46	—	26	[illegible]
Cook & Cooley, Inc.	60	1	48	12	—	—
Crockett Oil Company	20	4	20	—	17	3
Crown Central Petroleum Corp.	720(L)	8	660	30	100	620
Crystal Flash Petroleum	20	1	20	—	—	20
Crystal Petroleum	20	1	20	—	—	20
Curtis Parker Oil Co. Inc.	22	1	16	6	21	1
K.E. David Ltd.	5	1	5	—	3	2
DeBlois Oil Co.	40(M)	2	40	0	10	30
Delta Group, USA Inc.	36(N)	2	—	—	—	—
Diamond Industries	—	—	—	—	—	—
Diamond Shamrock Refining & Marketing Co.	1,976	9	523	1,448	0	523
Dickey Inc.	5	1	5	—	1	—
Drakes Refinery Stations	13	1	0	13	—	13
East Coast Corp.	37	1	37	—	—	37
Emro Marketing Co.	1,339	18	1,339	—	—	1,339
Engelfield Oil Co.	245	2	245	—	195	50
Exxon Co., U.S.A	13,451	37	4,457	8,994	3,027	579
Farm & Home Oil Co.	20	2	—	20	16	3
Fas-Stop, Inc.	5	1	5	—	—	5
Fleischli Oil Co.	5	1	2	—	2	—
F.O. Fletcher Oil, Inc.	19(O)	3	18	—	16	2
Flying J Inc.	90	12	90	0	—	90
Fortmeyer Inc.	2	1	2	—	—	—
Foster Oil Co.	22	1	11	0	2	11
Franko Oil Co.	50	2	50	—	10	40

† Includes District of Columbia

(A) Includes Fina Oil and Chemical Co., FinaServe, Inc.

(B) Includes 'Round Town Gasoline Stores

(C) Figures are NPN estimates based on company-supplied percentage ranges on direct-supplied stations only.

(D) Includes Canal Refining Co.

Product Distribution

				BRANDED JOBBERS COMMISSIONED AGENTS			
					Number selling.....		
Commission-operated	Full-service-only	Self-service only	Self-service/Full-service	Total	Gasoline only	Fuel Oil only	Gasoline/Fuel Oil
—	34	32	59	16	—	—	16
—	1	3	—	19	3	—	16
0	329	1,977	988	466	0	0	466
—	—	3	2	0	—	—	—
—	371(C)	929(C)	2,415(C)	1,178	—	—	—
—	54	2	5	10	10	—	—
—	—	—	3	0	—	—	—
0	418	11	65	178	0	0	178
6	332	543	65	63	9	—	54
—	—	—	—	38	38	0	0
—	—	28	16	0	—	—	—
—	—	35	—	0	—	—	—
352	79	408	897	534	0	60	474
—	—	—	—	—	—	—	—
—	1	7	8	18	18	—	—
—	—	5	—	0	—	—	—
—	2	17	—	—	—	—	—
5	1	—	—	0	—	—	—
0	0	0	0	0	—	—	—
—	10	25	39	73	—	—	—
—	—	1	—	—	—	—	—
—	—	2	26	—	—	—	—
—	—	—	—	—	—	—	—
—	—	12	3	—	—	—	—
—	—	—	20	0	—	—	—
0	0	0	0	—	—	—	—
—	7	5	—	—	—	—	—
—	—	5	160	0	—	—	—
0	28	0	1	2	—	—	2
0	4	24	37	—	—	—	—
30	10	540	—	0	—	—	—
—	3,315	3,287	4,420	1,024	0	52	694
—	—	—	7	10	—	—	—
—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—
—	—	—	—	350	—	—	2
0	10	945	30	0	—	—	—
8	6	866	8	269	6	0	263
—	10	0	90	—	—	—	—
33	4	4	54	0	—	—	—
0	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—
0	1,152	3,494	913	750	—	—	—
—	4	25	1	0	—	—	—
14	46	—	—	—	—	—	—
—	—	48	12	—	—	—	—
—	2	13	5	20	12	—	8
0	—	—	—	0	—	—	—
—	—	18	2	2	—	—	2
—	—	17	3	3	—	—	—
0	7	9	6	3	—	—	3
1	4	1	—	—	—	—	—
0	22	18	0	0	—	—	—
—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—
—	185	1,776	10	157	157	—	—
—	1	3	1	1	1	—	—
—	2	10	1	—	—	—	—
—	—	35	2	0	—	—	—
—	2	1,336	1	—	—	—	—
—	48	66	131	5	0	0	5
0	—	—	—	738	38	3	707
1	17	1	2	—	—	—	—
—	—	4	1	0	—	—	—
—	—	2	—	3	3	—	—
—	12	6	—	0	—	—	—
—	—	85	5	10	10	—	—
—	2	0	0	—	—	—	—
0	11	11	0	1	—	—	1
—	41	9	—	0	—	—	—

(E) Includes Arkansas Valley Distributing
(F) Includes Petroleum Marketing Services Corp.
(G) Includes Prestige Stations, Inc.
(H) Includes Darpetro, Inc.
(I) Includes Boron Oil Co., BP Oil Co., Gulf Products Division

BULK PLANTS				TERMINALS				
	Company-operated				Company-operated			
Total	Salary-operated	Commission-operated	Jobber-operated Bulk Plants	Total	Salary-operated	Commission-operated	Jobber operated Terminals	Company
3	2	1	15	—	—	—	—	Ada Resources
112	112	—	16	10	10	0	0	Agway Petroleum Corp.
0	0	0	373	9	9	0	1	American Petrofina, Inc.
0	—	—	—	1	1	—	—	American Refining Group, Inc.
0	0	0	—	84	84	0	—	Amoco Corp.
10	0	10	—	2	—	—	—	Anchor Gasoline Corp.
0	—	—	—	—	—	—	—	Arkansas Valley Petroleum
128	5	123	—	25	25	0	0	Ashland Oil, Inc.
0	—	—	26	18	18	0	0	Atlantic Refining & Marketing Corp.
0	0	0	—	31	—	—	—	Atlantic Richfield Co.
0	—	—	0	1	1	0	0	Automatic Comfort Corp.
1	1	—	0	0	—	—	0	Aztex Enterprises
88	0	88	0	57	40	17	0	BP America, Inc.
2	2	—	—	1	1	—	—	Bagwell Oil Co., Inc.
26	0	0	26	2	1	1	0	Beacon Oil Company
—	—	—	—	4	4	—	—	Beneto Inc.
—	—	—	—	—	—	—	—	Best Oil Co.
2	2	0	0	1	1	0	0	Bostick Brothers, Inc.
0	—	—	—	0	—	—	—	Bradley Petroleum Inc.
—	—	—	10	3	3	—	—	Bray Terminals, Inc.
—	—	—	—	—	—	—	—	Brennan Petroleum Co.
2	2	0	—	—	—	—	—	Browning Oil Co.
—	—	—	—	—	—	—	—	Dennis K. Burke, Inc.
—	—	—	—	—	—	—	—	C.S.C. Oil Co.
3	3	—	—	0	—	—	—	Campbell Oil Co.
1	1	—	—	—	—	—	—	Cannon Oil Corp.
1	1	—	—	—	—	—	—	Center Independent Oil Co.
12	12	—	—	2	2	—	—	Certified Oil Co.
0	—	—	—	0	—	—	—	Champlain Oil Co.
—	—	—	—	—	—	—	—	Chapman Inc.
0	—	—	—	0	—	—	—	Charter Marketing Co.
935	83	3	849	107	79	0	4	Chevron Corp.
3	3	—	—	—	—	—	—	W.R. Childress Oil Co. Inc.
1	1	—	—	1	1	—	—	Cibro Gasoline Corp.
0	—	—	—	0	—	—	0	Circle K Corp.
0	—	—	—	42	42	—	0	CITGO Petroleum Corp.
—	—	—	—	—	—	—	—	Clark Oil & Refining Corp.
10	2	8	0	237	49	188	0	The Coastal Corp.
1	—	—	—	0	—	—	—	Coen Oil Co.
1	1	0	110	2	2	0	4	Colonial Oil Industries, Inc.
—	—	—	—	—	—	—	—	Como Oil Co.
0	—	—	—	0	—	—	—	Conna Corp.
153	0	0	153	50	0	0	0	Conoco Inc.
0	—	—	—	0	—	—	—	Consumers Gasoline Stations
1	—	—	1	—	—	—	—	Consumers Oil
—	—	—	—	—	—	—	—	Cook & Cooley, Inc.
—	—	—	—	—	—	—	—	Crockett Oil Company
5	3	2	—	—	—	—	—	Crystal Flash Petroleum
0	—	—	0	11	11	0	0	Crystal Petroleum Corp.
5	—	—	—	—	—	—	—	Crystal Petroleum
3	1	2	1	0	—	—	—	Curtis Parker Oil Co. Inc.
3	3	—	—	0	—	—	—	K.E. David Ltd.
3	3	0	0	1	1	0	0	DeBlois Oil Co.
1	1	—	—	—	—	—	—	Delta Group, USA Inc.
4	4	—	—	2	2	—	—	Diamond Industries
2	2	—	—	12	12	—	—	Diamond Shamrock Refining & Marketing CO.
—	—	—	—	—	—	—	—	Dickey Inc.
—	—	—	—	—	—	—	—	Drakes Refinery Stations
0	—	—	—	0	—	—	—	East Coast Corp.
1	—	—	—	0	—	—	—	Emro Marketing Co.
10	9	1	—	—	—	—	—	Engelfield Oil Co.
0	—	—	—	63	63	0	—	Exxon Co., U.S.A.
—	—	—	—	—	—	—	—	Farm & Home Oil Co.
0	—	—	—	0	—	—	—	Fas-Stop, Inc.
6	—	—	6	0	—	—	—	Fleischli Oil Co.
0	—	—	—	0	—	—	—	F.O. Fletcher Oil, Inc.
7	0	0	7	6	6	6	0	Flying J Inc
1	—	—	1	—	—	—	0	Fortmeyer Inc.
3	3	0	0	0	—	—	—	Foster Oil Co.
0	—	—	—	0	—	—	—	Franko Oil Co.

(J) Includes Sav-O-Mat Inc.
(K) Includes J&W Corp., West Ark Oil Co.
(L) Includes Fast Fare, Zippy Mart
(M) Includes Beacon Oil Co.
(N) Includes Imperial Oil Co., Royal, Inc., One Stop Food Stores

How Oil Companies Handle

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	BRANDED SERVICE STATIONS			
			Supplied Directly	Supplied Through Jobbers and Commissioned Agents	Lessee/Dealer-operated	Salary-operated
Fuelman, Inc.	41	3	24	18	16	25
H.N. Funkhouser & Co.	12	1	4	—	1	3
The Gas King Corp.	11	5	0	11	0	11
Gasco Gasoline, Inc.	59	1	—	0	0	—
Geldbach Petroleum Co., Inc.	4	1	2	—	2	—
General Oil Co.	37	1	—	0	0	—
Getty Petroleum Corp.	2,298(P)	11	1,728	570	1,575	76
Giant Industries, Inc.	13	3	—	—	—	—
Global Petroleum Corp.	119	4	119	—	99	20
Godwin Oil Co.	19	1	0	19	—	19
Golden Gate Petroleum Co.	11(Q)	1	—	3	2	1
Gresham Petroleum Co.	15	1	—	—	—	—
Gulf Oil	4,463	13	1,954	2,509	427	864
Gull Industries Inc.	100	2	100	—	0	5
Harris Enterprises Inc.	22	2	22	—	20	2
Highway Oil, Inc.	212(R)	22	212	—	—	180
Angus I. Hines, Inc.	50	3	—	0	—	—
Hop-In Food Stores	26	2	—	—	—	—
Hough Fuel	56	2	55	—	55	—
Huck's Convenience Stores	100	4	90	10	—	100
Hudson Farris Corp.	11	2	11	0	0	11
Hull Oil Co.	31	2	—	—	—	—
Hunt Refining Co.	150	3	5	145	45	100
Huntley Jiffy, Inc.	350	2	—	—	—	—
J & L Oil, Inc.	59	3	56	—	3	53
Joe Bob's Food Stores, Inc.	46	1	46	0	—	—
Kellam Energy, Inc.	163	3	57	0	54	3
Kellett Oil Co.	10	1	10	—	6	—
Kelley Williamson Co.	38	2	—	13	13	0
Kerr-McGee Refining Corp.	1,937	21	82	1,468	1,479	71
Kickapoo Oil Co., Inc.	57	1	4	—	—	4
Kimber Petroleum Corp.	100	1	100	—	85	15
Kirschner Bros. Oil Co.	25	2	25	—	—	25
Krause Gentle Corp.	107	3	107	—	—	107
Kunz Oil Co.	32	1	32	—	6	26
Kwik Shop, Inc.	148	4	148	—	—	137
Lake Shore Petrocorp	39	2	0	39	36	3
H.C. Lewis Oil Co.	40(S)	1	15	—	15	—
The Lyden Company	170	1	170	—	115	55
M.G.S. Oil, Pet. & Gen. Trading Corp.	27	1	27	0	—	—
Marathon Petroleum Co.	2,488	6	606	1,882	403	—
Martin Oil Marketing, Ltd.	43	2	43	—	—	43
McCall Oil Co.	2	1	2	—	1	—
McDowell Oil Service Inc.	29	1	29	—	—	29
McLeieer Oil, Inc.	60	1	—	—	—	—
Merchants Oil Inc.	42	1	42	—	16	10
Merritt Truax, Inc.	36	1	36	—	36	—
Mid-Continent Systems, Inc.	10	7	10	—	—	10
Mid-Missouri Oil Co.	16	1	16	—	5	11
Mid-States Petroleum	110	3	110	—	77	28
Midwest Petroleum Co.	127	2	127	—	60	67
Miller Enterprises, Inc.	81	1	—	—	—	—
Miller Oil Co.	126	2	44	—	42	2
Missouri Terminal Oil Co.	—	—	—	—	—	—
Mobil Oil Corp.	11,795	37	5,026	6,769	4,378	648
Munro Petroleum Terminal Corp.	34	1	—	—	2	1
Murphy Oil USA, Inc.	601	14	449	152	187	0
Musket Corp.	117	7	117	—	—	117
National Oil & Gas Inc.	81	2	78	3	50	4
Neal, Inc.	30	1	—	—	—	—
Nella Oil Co.	20	1	20	—	1	19
Newell Oil Co., Inc.	16	1	0	8	9	—
Newhall Refining Co.	—	—	—	—	—	—
NOCO Energy Corp.	24	1	24	0	0	24
Oasis Petroleum Corp.	45	11	—	45	—	—
Olympian Oil Co.	43	1	28	0	28	0
Pacer Oil Co.	15	1	10	—	5	10
Parker Oil Co. Inc.	185	3	10	—	—	—
Paromana, Inc.	16	1	16	—	—	—
Patterson Oil Co., Inc.	36	1	36	—	22	14

(O) Includes Price-Less Gas, Inc.
(P) Includes Aero Oil Co., Kingston Oil Co.
(Q) Includes Bay Area/Diablo Petroleum Co.
(R) Includes Hi-Lo Oil Co. Inc., Workingman's Friend Oil Inc., Fairway Oil Inc. affiliates
(S) Includes Kwik-Serv Food Marts

Product Distribution

				BRANDED JOBBERS COMMISSIONED AGENTS			
					Number selling.....		
Commission-operated	Full-service only	Self-service only	Self-service/Full-service	Total	Gasoline only	Fuel Oil only	Gasoline/Fuel Oil
—	—	41	—	—	—	—	—
—	—	—	4	2	—	—	2
0	1	10	0	5	0	0	5
—	0	—	0	0	—	—	—
—	—	—	2	2	—	—	—
0	0	—	0	3	0	0	3
77	1,502	505	291	50	—	—	50
—	—	—	—	—	—	—	—
0	95	24	0	—	—	—	—
—	6	13	0	0	—	—	—
—	—	—	3	1	—	—	1
0	—	—	—	—	—	—	—
—	2,455	1,115	893	134	80	—	54
95	20	80	0	—	—	—	—
—	20	2	—	—	—	—	—
32	100	32	80	0	—	—	—
—	—	—	—	—	—	—	—
—	—	—	—	28	25	—	3
—	55	—	—	0	—	—	—
—	—	100	—	5	5	—	—
0	7	3	1	0	—	—	—
—	—	—	—	1	—	—	1
5	25	125	—	10	—	—	10
—	—	—	—	—	—	—	—
0	2	54	—	0	—	—	—
0	0	—	0	—	—	—	—
0	5	44	8	—	—	—	—
—	2	6	2	3	0	0	0
0	5	—	8	2	0	0	2
0	169	909	472	466	37	1	428
—	—	4	—	—	—	—	—
0	100	—	—	0	—	—	—
—	20	5	0	0	—	—	—
—	—	104	3	—	—	—	—
0		—	—	0	—	—	—
11	—	148	—	—	—	—	—
0	21	7	11	0	—	—	—
—	5	0	10	—	—	—	—
—	—	50	120	0	0	0	0
—	17	10	0	—	—	—	—
—	412	166	1,910	414	—	—	414
—	—	43	—	0	—	—	—
—	2	—	—	—	—	—	—
—	—	29	—	—	—	5	—
—	—	—	—	2	—	—	2
16	11	12	19	—	—	—	—
—	36	—	—	0	—	—	—
—	10	—	—	0	—	—	—
—	—	15	1	0	0	0	0
5	46	28	36	7	—	1	6
—	13	78	36	—	—	—	—
—	—	—	—	0	—	—	—
—	15	20	7	—	—	—	—
—	—	—	—	6	1	0	5
0	2,035	2,658	7,102	1,161	1	377	783
—	—	—	3	—	—	—	—
0	20	561	20	0	—	—	—
—	—	117	—	—	—	—	—
27	10	10	61	15	—	—	15
—	—	—	—	0	—	—	—
—	—	19	1	0	—	—	—
7	3	8	5	—	—	—	—
—	—	—	—	—	—	—	—
0	12	8	4	2	0	0	2
—	—	29	16	—	—	—	—
0	3	0	25	0	—	—	—
—	—	15	—	2	2	—	—
—	1	—	9	—	—	—	—
—	—	16	—	—	—	—	—
0	18	10	8	0	—	—	—

(T) Includes Kwik-Way Stores, Inc.
(U) Includes Stop In Food Stores, Inc.
(V) Includes Raceway Petroleum, Inc.
(W) Includes Mr. Food Stores
(X) Includes Port Oil Corp.

BULK PLANTS				TERMINALS				
	Company-operated				Company-operated			
Total	Salary-operated	Commission-operated	Jobber-operated Bulk Plants	Total	Salary-operated	Commission-operated	Jobber operated Terminals	Company
1	—	0	—	1	—	—	—	Fuelman, Inc.
2	2	—	—	0	—	—	—	H.N. Funkhouser & Co.
0	0	0	0	0	0	0	0	The Gas King Corp.
0	—	0	—	0	—	—	—	Gasco Gasoline, Inc.
2	2	0	0	2	2	0	0	Geldbach Petroleum Co., Inc.
—	—	0	—	—	—	—	—	General Oil Co.
14	14	0	0	18	18	0	0	Getty Petroleum Corp.
—	—	—	—	—	—	—	—	Giant Industries, Inc.
—	—	—	—	44	5	0	—	Global Petroleum Corp.
1	1	—	—	0	—	—	—	Godwin Oil Co.
4	4	0	0	0	0	0	0	Golden Gate Petroleum Co.
—	—	0	0	—	—	—	—	Gresham Petroleum Co.
—	—	—	—	28	19	—	48	Gulf Oil
3	—	—	—	—	—	—	—	Gull Industries Inc.
3	—	—	—	0	—	—	—	Harris Enterprises Inc.
0	—	—	—	0	—	—	—	Highway Oil, Inc.
4	4	0	—	0	—	—	—	Angus I. Hines, Inc.
0	—	—	—	0	—	—	—	Hop-In Food Stores
1	1	—	—	1	1	—	—	Hough Fuel
—	—	—	—	—	—	—	—	Huck's Convenience Stores
0	—	—	—	0	—	—	—	Hudson Farris Corp.
0	0	—	0	0	—	—	—	Hull Oil Co.
0	0	0	25	3	1	2	—	Hunt Refining Co.
—	—	—	—	—	—	—	—	Huntley Jiffy, Inc.
0	—	—	—	0	—	—	—	J & L Oil, Inc.
0	—	—	—	0	—	—	—	Joe Bob's Food Stores, Inc.
8	8	0	—	0	—	—	—	Kellam Energy, Inc.
2	2	—	0	0	—	—	—	Kellett Oil Co.
5	3	2	—	0	—	—	—	Kelley Williamson Co.
1	1	0	347	18	18	—	2	Kerr-McGee Refining Corp.
—	—	—	—	—	—	—	—	Kickapoo Oil Co., Inc.
0	—	—	—	0	—	—	—	Kimber Petroleum Corp.
—	—	—	—	—	—	—	—	Kirschner Bros. Oil Co.
0	—	—	—	0	—	—	—	Krause Gentle Corp.
0	—	—	—	0	—	—	—	Kunz Oil Co.
—	—	—	—	—	—	—	—	Kwik Shop, Inc.
0	—	—	—	0	—	—	—	Lake Shore Petrocorp
1	1	—	—	0	—	—	—	H.C. Lewis Oil Co.
4	4	0	—	0	—	—	—	The Lyden Company
—	—	—	—	—	—	—	—	M.G.S. Oil, Pet. & Gen. Trading Corp.
355	—	—	355	51	51	—	—	Marathon Petroleum Co.
0	—	—	—	—	—	—	—	Martin Oil Marketing, Ltd.
—	—	—	—	2	2	—	—	McCall Oil Co.
1	1	—	—	—	—	—	—	McDowell Oil Service Inc.
4	—	—	4	—	—	—	—	McLeieer Oil, Inc.
—	—	—	—	—	—	—	—	Merchants Oil Inc.
3	3	—	—	0	—	—	—	Merritt Truax, Inc.
1	1	—	—	4	4	—	0	Mid-Continent Systems, Inc.
0	—	—	—	0	—	—	—	Mid-Missouri Oil Co.
11	7	0	4	1	—	1	—	Mid-States Petroleum
—	—	—	—	—	—	—	—	Midwest Petroleum Co.
0	—	—	—	0	—	—	—	Miller Enterprises, Inc.
4	4	—	—	1	1	—	—	Miller Oil Co.
0	—	—	—	1	1	0	0	Missouri Terminal Oil Co.
5	0	5	962	75	75	0	0	Mobil Oil Corp.
1	1	—	—	1	1	—	—	Munro Petroleum Terminal Corp.
0	—	—	—	22	22	0	—	Murphy Oil USA, Inc.
—	—	—	—	—	—	—	—	Musket Corp.
13	—	13	—	0	—	—	—	National Oil & Gas Inc.
0	—	—	—	0	—	—	—	Neal, Inc.
0	—	—	—	0	—	—	—	Nella Oil Co.
—	—	—	—	—	—	—	—	Newell Oil Co., Inc.
—	—	—	—	1	—	—	—	Newhall Refining Co.
—	—	—	—	1	—	—	—	NOCO Energy Corp.
—	—	—	—	—	—	—	—	Oasis Petroleum Corp.
0	—	—	—	—	—	—	—	Olympian Oil Co.
0	—	—	—	0	—	—	—	Pacer Oil Co.
11	11	—	—	1	1	—	—	Parker Oil Co. Inc.
—	—	—	—	—	—	—	—	Paromana, Inc.
1	—	—	—	0	—	—	—	Patterson Oil Co., Inc.

(Y) Includes Mission Trail Oil Co.
(Z) Includes RoCo Food Stores
(AA) Includes Herr Gas and Oil Co., Montour Auto Service Co., Mid-State Oil Co., Mascot Petroleum Co., Stop-N-Go Foods, Inc.
(BB) Includes Drake Petroleum Co. Inc., Kenyon Oil Co. Inc., Mid-Valley Oil Co. Inc., Puritan Oil Co. Inc.
(CC) Includes Pioneer Oil Co., 76 Mini-Marts, Inc.

How Oil Companies Handle

			BRANDED SERVICE STATIONS			
Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	Supplied Directly	Supplied Through Jobbers and Commissioned Agents	Lessee/ Dealer-operated	Salary-operated
PDQ Food Stores, Inc.	74(T)	5	—	—	—	—
Peavy Oil Co.	9	1	9	—	5	4
Pennzoil Products Co.	491	7	56	435	36	19
Petroleum Marketers, Inc.	153(U)	2	153	0	108	45
Petrotex Marketing Inc.	23	1	23	—	10	9
Pettway Oil Co.	43	3	—	10	10	—
Phillips 66 Co.	10,731	36	226	10,505	7,997	2,724
Pilot Oil Corp.	115	20	115	—	—	0
Pride of Texas Dist. Co.	24	1	9	0	9	0
Pride Oil Co., Inc. (Miss.)	21	2	21	0	0	1
Pride Oil Co., Inc. (Tenn.)	12	1	12	—	10	2
Private Brand Services, Inc.	1	1	1	—	—	1
Publix Oil Co., Inc.	156	6	45	—	15	—
Quiktrip Corp.	250	5	—	—	—	—
Racetrac Petroleum, Inc.	321(V)	14	321	—	160	160
RECO Petroleum, Inc.	107(W)	4	12	—	—	12
Red Hed Oil Co., Inc.	35	1	2	2	4	0
Reinauer Petroleum Co.	14	1	14	—	14	—
Reinhardt Oil Corp.	45	1	10	—	—	10
Remote Services, Inc.	271	9	271	—	—	56
Reynolds Industries, Inc.	4(X)	2	4	—	—	4
River Oil Co.	47	2	47	—	47	—
Robinson Oil Co., Inc.	24(Y)	1	24	—	—	24
Royster Oil Co., Inc.	52(Z)	1	19	—	19	—
Russell Petroleum Corp.	55	1	8	0	4	0
Sahara Oil Co., Inc.	23	1	23	—	6	15
Santee Oil Co., Inc.	20	1	—	15	12	3
SCASCO	40	1	29	—	25	4
Schaeffer Oil, Inc.	5	1	—	—	—	—
Self-Service Oil Co.	16	4	—	—	—	—
Shay Oil Co., Inc.	20	1	—	—	—	20
Shelby Petroleum Corp.	20	2	20	—	—	20
Shell Oil Co.	10,947	41	4,631	—	4,322	309
Shotmeyer Bros. Petroleum Corp.	46	1	46	—	25	—
Sinclair Oil Corp.	2,479	24	—	—	—	—
R.L. Smeltz Oil Co., Inc.	18	1	18	—	12	6
SOS Oil Corp.	58	1	58	—	58	—
Southern Counties Oil Co.	40	1	40	0	30	10
Southern Oil Co., Inc.	13	1	3	—	3	—
Southern States Co-op	120	6	—	—	—	—
The Spencer Companies, Inc.	52	1	8	—	4	—
Steuart Petroleum Co.	20	3	20	0	10	10
Stevens Oil Co.	54	1	20	—	20	—
Sugarcreek Corp.	200	3	196	4	100	80
Sumrall Oil Services, Inc.	74	1	74	0	72	2
Sun Refining & Marketing Co.	5,813(AA)	28	2,318	3,314	5,551	81
Sunshine Jr. Stores, Inc.	306	5	306	—	—	306
Tartan Oil Corp.	55	1	—	—	—	—
Taylor Oil Co.	56	2	56	0	0	0
Texaco Inc.	17,623	44	3,241	14,384	2,369	370
Texas Star Oil Co.	30	1	—	—	—	—
Thornhill Oil Co., Inc.	31	1	—	29	22	7
Time Saver Store	116	1	0	—	—	—
Tooley Oil Co.	9	1	—	—	—	9
Total Petroleum, Inc.	2,394	18	430	1,964	1,473	430
Town Pump Inc. & Affliates	60	1	—	—	—	—
Transit Oil Co.	25	2	25	0	0	25
Travelers Petroleum, Inc.	27	3	27	—	—	—
Trenton Oil Co.	40	1	40	—	22	—
Triton Inc.	47	5	47	0	—	47
Ultra Power Corp.	15	1	0	15	3	—
United Refining Co.	294	3	294	0	0	294
Unocal Corp.	10,817	41	2,835	7,982	2,700	135
Vista Marketing Group Ltd.	16	4	16	—	—	16
WACO Oil Co., Inc.	15	2	16	—	—	16
Wake Up Oil Co., Inc.	40	1	40	—	1	39
Warelubco, Inc.	90	5	90	0	0	90
Warren Equities, Inc.	278(BB)	8	278	—	92	186
Webster Oil Co.	21	1	12	0	12	0
Western Marketing, Inc.	93	1	90	—	0	14
Willard Oil Co., Inc.	27	1	20	0	12	8
A.T. Williams Oil Co.	82	2	82	—	—	—
J.H. Williams Oil Co., Inc.	85(CC)	1	44	1	42	3
The Wills Group, Inc.	113(DD)	1	92	0	42	35
Wyatt Inc.	—	—	—	—	—	—
York Oil Co., Inc.	12	1	—	—	—	—
Zephyr Inc.	—	—	—	—	—	-

Product Distribution

				BRANDED JOBBERS COMMISSIONED AGENTS			
					Number selling.....		
Commission-operated	Full-service only	Self-service only	Self-service/ Full-service	Total	Gasoline only	Fuel Oil only	Gasoline/ Fuel Oil
—	—	74	—	—	—	—	—
—	4	5	—	—	—	—	—
—	—	—	—	100	—	—	100
0	—	45	108	0	—	—	—
4	—	14	9	—	—	—	—
—	1	—	9	—	—	—	—
10	2,533	5,832	2,366	1,341	34	3	1,304
0	0	114	1	—	—	—	—
0	0	0	9	—	—	—	—
—	—	—	—	—	—	—	—
—	—	10	2	0	—	—	—
—	—	1	—	—	—	—	—
30	5	20	20	0	—	—	—
—	—	—	—	0	—	—	—
—	—	321	—	0	—	—	—
—	4	4	4	0	—	—	—
0	1	0	3	1	0	0	1
—	14	—	—	0	—	—	—
—	—	10	—	—	—	—	—
215	—	271	—	215	211	—	4
—	3	1	—	0	—	—	—
—	—	—	—	—	—	—	—
—	—	24	—	0	—	—	—
—	—	—	19	—	—	—	—
4	0	—	8	0	—	—	—
2	1	24	—	—	—	—	—
—	—	5	10	—	—	—	—
—	—	—	—	3	3	—	—
—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—
—	—	16	—	—	—	—	—
—	—	20	—	1	1	—	—
—	20	—	—	0	—	—	—
—	450	1,500	2,681	474	—	—	—
21	46	—	—	—	—	—	—
—	—	—	—	—	—	—	—
—	13	3	2	—	—	—	—
—	—	6	52	0	—	—	—
0	3	37	0	0	—	—	—
—	2	—	1	—	—	—	—
—	—	—	—	—	—	—	—
4	1	—	7	—	0	0	—
0	0	7	13	0	—	—	—
—	—	—	20	—	—	—	—
20	25	90	85	200	190	—	10
0	0	74	0	—	—	—	—
—	—	—	—	3,314	—	—	—
—	—	306	—	—	—	—	—
56	0	56	0	0	—	—	—
502	2,996	8,107	502	1,156	—	—	—
—	—	—	—	—	—	—	—
—	3	19	7	—	—	—	—
—	—	—	—	—	—	—	—
—	—	—	9	—	—	—	—
491	0	1,796	596	2,674	0	0	2,674
—	—	—	—	—	—	—	—
0	0	23	2	—	—	—	—
—	27	—	—	—	—	—	—
8	40	—	—	8	8	—	—
—	—	47	—	0	—	—	—
—	2	13	—	5	5	—	—
0	145	141	0	0	—	—	—
—	100	3,398	7,319	724	—	—	—
—	—	16	—	0	—	—	—
—	4	12	—	—	—	—	—
0	2	4	34	0	—	—	—
0	0	8	82	1	—	—	1
—	70	148	60	0	—	—	—
0	0	0	12	—	—	—	—
0	0	90	—	3	0	0	1
0	0	5	11	4	—	—	—
82	0	82	0	0	—	—	—
0	0	3	42	1	—	—	1
15	5	39	48	1	—	—	1
—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—

BULK PLANTS				TERMINALS				
	Company-operated				Company-operated			
Total	Salary-operated	Commission-operated	Jobber-operated Bulk Plants	Total	Salary-operated	Commission-operated	Jobber operated Terminals	Company
—	—	—	—	—	—	—	—	PDQ Food Stores, Inc.
1	1	—	—	—	—	—	—	Peavy Oil Co.
4	4	—	—	2	2	—	—	Pennzoil Products Co.
7	7	0	0	0	0	0	0	Petroleum Marketers, Inc.
2	1	1	—	—	—	—	—	Petrotex Marketing Inc.
1	1	—	—	—	—	—	—	Pettway Oil Co.
1	—	1	—	30	30	0	4	Phillips 66 Co.
0	—	—	—	0	—	—	—	Pilot Oil Corp.
—	—	—	—	—	—	—	—	Pride of Texas Dist. Co.
—	—	—	—		—	—	—	Pride Oil Co. Inc. (Miss.)
0	—	—	—	0	—	—	—	Pride Oil Co., Inc. (Tenn.)
0	—	—	—	0	—	—	—	Private Brand Services, Inc.
1	1	—	0	3	3	—	—	Publix Oil Co., Inc.
0	—	—	—	0	—	—	—	Quiktrip Corp.
2	—	2	—	0	—	—	—	Racetrac Petroleum, Inc.
1	—	—	—	0	—	—	—	RECO Petroleum, Inc.
2	1	0	1	0	—	—	—	Red Hed Oil Co., Inc.
—	—	—	—	—	—	—	—	Reinauer Petroleum Co.
4	4	—	—	—	—	—	—	Reinhardt Oil Corp.
0	—	—	—	0	—	—	—	Remote Services, Inc.
0	—	—	—	0	—	—	—	Reynolds Industries, Inc.
3	2	1	—	—	—	—	—	River Oil Co.
0	—	—	—	0	—	—	—	Robinson Oil Co., Inc.
3	3	—	—	0	—	—	—	Royster Oil Co., Inc.
1	1	0	0	1	1	0	0	Russell Petroleum Corp.
2	—	2	—	—	—	—	0	Sahara Oil Co., Inc.
4	1	3	—	—	—	—	—	Santee Oil Co., Inc.
5	—	—	1	0	—	—	—	SCASCO
—	—	—	—	—	—	—	—	Schaeffer Oil, Inc.
1	—	—	—	1	1	—	—	Self-Service Oil Co.
1	1	—	—	—	—	—	—	Shay Oil Co., Inc.
1	1	—	—	0	—	—	—	Shelby Petroleum Corp.
0	0	0	577	98	77	21	—	Shell Oil Co.
—	—	—	—	—	—	—	—	Shotmeyer Bros. Petroleum Corp.
—	—	—	—	—	—	—	—	Sinclair Oil Corp.
1	—	—	—	—	—	—	—	R.L. Smeltz Oil Co., Inc.
1	1	—	—	0	—	—	—	SOS Oil Corp.
4	4	0	0	0	—	—	—	Southern Counties Oil Co.
1	—	—	1	—	—	—	—	Southern Oil Co.
—	—	—	—	2	—	—	1	Southern States Co-op
0	—	—	—	0	—	—	—	The Spencer Companies, Inc.
—	—	—	—	—	—	—	—	Steuart Petroleum Co.
1	—	—	1	—	—	—	—	Stevens Oil Co.
12	12	—	—	3	—	—	—	Sugarcreek Corp.
—	—	—	—	—	—	—	—	Sumrall Oil Services, Inc.
—	—	—	—	37	—	—	—	Sun Refining & Marketing Co.
0	—	—	0	—	—	—	—	Sunshine Jr. Stores, Inc.
—	—	—	—	—	—	—	—	Tartan Oil Corp.
0	—	—	—	2	2	—	—	Taylor Oil Co.
1,156	—	—	1,156	75	70	3	2	Texaco Inc.
—	—	—	—	—	—	—	—	Texas Star Oil Co.
3	3	0	—	0	—	—	—	Thomhill Oil Co., Inc.
0	—	—	0	—	—	—	—	Time Saver Stores, Inc.
—	—	—	—	—	—	—	—	Tooley Oil Co.
89	3	0	86	9	9	—	—	Total Petroleum, Inc.
—	—	—	—	—	—	—	—	Town Pump Inc. & Affliates
0	—	—	—	0	—	—	—	Transit Oil Co.
—	—	—	—	—	—	—	—	Travelers Petroleum, Inc.
1	—	—	1	—	—	—	—	Trenton Oil Co. Inc.
—	—	—	—	1	—	—	—	Triton Inc.
2	0	0	0	0	—	—	0	Ultra Power Corp.
0	—	—	—	2	2	—	—	United Refining Co.
201	46	155	507	55	—	—	—	Unocal Corp.
—	—	—	—	1	—	—	—	Vista Marketing Group Ltd.
—	—	—	—	—	—	—	—	WACO Oil Co., Inc.
0	—	—	—	0	—	—	—	Wake Up Oil Co., Inc.
—	—	—	1	0	—	—	—	Warelubco, Inc.
7	7	0	0	1	1	0	0	Warren Equities, Inc.
1	1	—	—	—	—	—	—	Webster Oil Co.
1	1	—	—	0	—	—	—	Western Marketing, Inc.
—	2	2	0	—	—	—	—	Willard Oil Co., Inc.
0	—	—	—	—	—	—	—	A.T. Williams Oil Co.
4	3	1	0	0	0	0	0	J.H. Williams Oil Co., Inc.
12	11	1	—	1	1	—	0	The Wills Group, Inc.
15	—	—	—	15	—	—	—	Wyatt Inc.
1	—	—	—	1	—	—	—	York Oil Co., Inc.
—	—	—	—	1	1	—	—	Zephyr Inc.

Branded Retail Outlets

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	New England						Middle Atlantic		
			Maine	N.H.	Vt.	Mass.	R.I.	Conn.	N.Y.	N.J.	Pa.
Agway Petroleum Corp.	186	9	7	5	7	8	1	2	106	12	38
American Petrofina, Inc.	4,117(A)	24	—	—	—	—	—	—	—	—	—
American Refining Group, Inc.	5(B)	1	—	—	—	—	—	—	—	—	5
Amoco Corp.	11,291(C)	30	—	—	—	—	—	50	345	345	574
Ashland Oil, Inc.	2,103	18	—	—	—	—	—	—	—	—	35
Atlantic Refining & Marketing Corp.	940(F)	6	—	—	1	—	—	—	256	15	657
Automatic Comfort Corp.	44	1	—	—	—	—	—	44	—	—	—
Aztex Enterprises	35	1	—	—	—	—	—	—	—	—	—
BP America (Ohio)	7,716(I)	29	14	48	57	96	—	56	—	121	370
Bagwell Oil Co., Inc.	33	2	—	—	—	—	—	—	—	—	—
Best Oil Co.	19	1	—	—	—	—	—	—	—	—	19
Bostick Brothers, Inc.	6	1	—	—	—	—	—	—	—	—	—
Bray Terminals, Inc.	73	1	—	—	—	—	—	—	73	—	—
Browning Oil Co.	28	1	—	—	—	—	—	—	—	—	—
Dennis K. Burke, Inc.	1	1	—	—	—	1	—	—	—	—	—
Campbell Oil Co.	90	1	—	—	—	—	—	—	—	—	—
Cannon Oil Corp.	18	3	—	—	—	—	—	—	—	—	—
Center Independent Oil Co.	12	1	—	—	—	—	—	—	—	—	12
Certified Oil Co.	165	3	—	—	—	—	—	—	—	—	—
Champlain Oil Co.	101	4	—	13	81	1	—	—	6	—	—
Charter Marketing Co.	550	13	2	10	—	48	—	58	—	—	—
Chevron Corp.	12,928	34	—	—	—	—	—	—	—	—	3
Circle K Corp.	259	12	—	—	—	—	—	—	—	—	—
CITGO	7,458	39	120	106	74	270	38	186	505	187	362
Clark Oil & Refining Corp.	985	12	—	—	—	—	—	—	—	—	5
Coastal Corporation	880	22	—	—	—	2	—	—	—	6	—
Coen Oil Co.	150	1	—	—	—	—	—	—	—	—	—
Colonial Oil Industries, Inc.	62	3	—	—	—	—	—	—	—	—	—
Como Oil Co.	30	2	—	—	—	—	—	—	—	—	—
Conoco Inc.	5,918	39	—	—	—	—	—	—	—	1	2
Conna Corp.	271	9	—	4	—	—	—	—	11	—	—
Consumers Gasoline Stations Inc.	30	3	—	—	—	—	—	—	—	—	—
Consumers Oil	46	2	—	—	—	—	—	—	—	40	6
Crown Central Petroleum Corp.	720(L)	8	—	—	—	—	—	—	—	—	2
Crystal Flash Petroleum Corp.	20	1	—	—	—	—	—	—	—	—	—
C.S.C. Oil Co.	22	2	—	—	—	—	—	—	—	—	—
K.E. David, Ltd.	5	1	—	—	—	—	—	—	—	—	5
DeBlois Oil Co.	40(M)	2	—	—	—	11	29	—	—	—	—
Delta Group, USA Inc.	36(N)	2	—	—	—	—	—	—	—	—	—
Drakes Refinery Stations	13	1	—	—	—	—	—	—	—	—	—
East Coast Oil Corp.	37	1	—	—	—	—	—	—	—	—	—
Emro Marketing Co.	1,339	18	—	—	—	—	—	—	—	—	—
Engelfield Oil Co.	245	2	—	—	—	—	—	—	—	—	—
Exxon Company, U.S.A.	13,451	37	209	82	—	160	17	102	286	538	764
Farm & Home Oil Co.	20	2	—	—	—	—	—	—	—	3	17
Fortmeyer, Inc.	2	1	—	—	—	—	—	—	—	—	—
Foster Oil Co.	22	1	—	—	—	—	—	—	—	—	—
H.N. Funkhouser & Co.	12	1	—	—	—	—	—	—	—	—	—
Getty Petroleum Corp.	2,298(P)	11	145	74	70	247	45	131	838	420	244
Global Petroleum Corp.	119	4	—	1	—	25	—	—	—	3	—
Godwin Oil Co.	19	1	—	—	—	—	—	—	—	—	—
Gresham Petroleum Co.	15	1	—	—	—	—	—	—	—	—	—
Gulf Oil	4,463	13	203	188	124	644	110	353	832	772	877
Highway Oil, Inc.	212(R)	22	—	2	2	—	—	—	23	—	19
Angus I. Hines, Inc.	50	3	—	—	—	—	—	—	—	—	—
Hop-In Food Stores	26	2	—	—	—	—	—	—	—	—	—
Hough Fuel	56	2	—	—	—	—	—	—	—	54	2
Huck's Convenience Stores	100	4	—	—	—	—	—	—	—	—	—
Hull Oil Co.	31	2	—	—	—	—	—	—	—	—	—
Hunt Refining Co.	150	3	—	—	—	—	—	—	—	—	—
Huntley Jiffy Stores, Inc.	350	2	—	—	—	—	—	—	—	—	—
J. & L. Oil, Inc.	59	3	—	—	—	—	—	—	—	—	—
Joe Bob's Food Stores, Inc.	46	1	—	—	—	—	—	—	—	—	—
Kellam Energy, Inc.	163	3	—	—	—	—	—	—	—	—	—
Kelley Williamson Co.	38	2	—	—	—	—	—	—	—	—	—
Kerr-McGee Refining Corp.	1,937	21	—	—	—	—	—	—	—	—	—
Kickapoo Oil Co., Inc.	57	1	—	—	—	—	—	—	—	—	—
Kimber Petroleum Corp.	100	1	—	—	—	—	—	—	—	100	—
Kirschner Bros. Oil Co.	25	2	—	—	—	—	—	—	20	—	5
Lake Shore Petrocorp	39	2	—	—	—	—	—	—	—	—	—
H.C. Lewis Oil Co.	40(S)	1	—	—	—	—	—	—	—	—	—
The Lyden Company	170	1	—	—	—	—	—	—	—	—	—
Marathon Petroleum Co.	2,488	6	—	—	—	—	—	—	—	—	—
Martin Oil Marketing, Ltd.	43	2	—	—	—	—	—	—	—	—	—
McDowell Oil Service Inc.	29	1	—	—	—	—	—	—	—	—	29

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† Includes District of Columbia

(A) Includes Fina Oil and Chemical Co., Fina Serve, Inc.

(B) Includes 'Round Town Gasoline Stores

(C) Figures are NPN estimates based on company-supplied percentage ranges on direct-supplied stations only

in the United States

South Atlantic									East North Central					East South Central			
Del.	Md.	D.C.	Va.	W.V.	N.C.	S.C.	Ga.	Fla.	Ohio	Ind.	Ill.	Mich.	Wis.	Ky.	Tenn.	Ala.	Miss.
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	14	—	76	168	462	454	—	—	4	—	—	7	184	189	34
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
18	270	45	377	—	719	334	653	684	405	442	1,053	618	489	—	637	378	214
—	—	—	34	376	—	—	—	17	400	48	23	22	70	944	1	—	—
8	3	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	35	—	—
12	21	—	198	66	768	447	928	567	1,285	3	1	263	—	565	754	576	487
—	1	—	32	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	6
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	28	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	90	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	1	2	—	—	—	—	—	—	—	15	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	10	—	—	—	—	150	—	—	—	—	5	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	1	157	40	1	1	—	1	—	—	—	—	59
—	175	19	567	240	179	114	825	785	28	11	1	—	—	757	96	812	410
—	—	—	—	—	5	—	20	7	—	—	—	—	—	—	34	4	—
16	105	—	390	45	233	90	291	660	75	45	149	91	239	27	182	321	92
—	—	—	—	3	—	—	—	—	198	116	250	192	101	22	—	—	—
—	—	—	39	3	7	2	3	91	—	—	33	—	—	11	23	—	—
—	—	—	—	—	—	—	—	—	150	—	—	—	—	—	—	—	—
—	—	—	—	—	6	23	33	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	7	—	—	—	—
15	—	—	27	6	37	24	45	38	23	3	68	18	78	14	68	40	75
—	—	—	—	—	11	—	—	22	—	21	26	—	—	159	16	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	4	25	1	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	100	—	45	—	186	194	99	23	—	—	—	—	—	—	—	71	—
—	—	—	—	—	—	—	—	—	—	20	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	12	—	—	—	—	10	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	4	—	32	—	—	—	—	—
—	—	—	5	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	37	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	12	33	76	81	70	400	151	145	172	60	54	9	11	22
—	—	—	—	28	—	—	—	—	217	—	—	—	—	—	—	—	—
50	370	48	738	398	1,269	668	439	471	11	—	—	—	—	—	688	343	191
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	2	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	22	—	—	—	—	—
—	—	—	12	—	—	—	—	—	—	—	—	—	—	—	—	—	—
33	51	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
90	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	19	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	15
80	10	—	—	4	—	—	—	—	266	—	—	—	—	—	—	—	—
—	5	—	—	5	—	—	2	28	35	9	—	3	—	8	7	2	2
—	—	—	48	1	1	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	23	—	—	3	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	5	80	—	—	10	5	—	—
—	—	—	—	—	—	—	—	30	—	—	—	—	—	—	—	1	—
—	—	—	—	—	—	—	—	20	—	—	—	—	—	—	—	90	40
—	—	—	—	—	—	—	80	270	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	5	—	—	—	41	—	13	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	46	—
13	40	—	110	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	36	—	2	—	—	—	—
—	—	1	—	—	—	—	—	8	—	23	163	—	112	11	20	8	11
—	—	—	—	—	—	—	—	—	—	—	—	—	57	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	1	38	—	—	—	—	—	—
—	—	—	—	40	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	170	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	829	559	385	579	4	131	—	—	—
—	—	—	—	—	—	—	—	—	—	18	25	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—

(D) Includes Canal Refining Co.
(E) Includes Arkansas Valley Distributing
(F) Includes Petroleum Marketing Services Corp.
(G) Includes Prestige Stations, Inc.

Branded Retail Outlets (con't)

Company	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	New England						Middle Atlantic		
			Maine	N.H.	Vt.	Mass.	R.I.	Conn.	N.Y.	N.J.	Pa.
McLeieer Oil, Inc.	60	1	—	—	—	—	—	—	—	—	—
M.G.S. Oil, Pet & Gen Trading Corp.	25	1	—	—	—	—	—	—	—	—	—
Mid-Continent Systems, Inc.	10	7	—	—	—	—	—	—	—	—	—
Mid-States Petroleum	110	3	—	—	—	—	—	—	—	—	—
Midwest Petroleum Co.	127	2	—	—	—	—	—	—	—	—	—
Miller Enterprises, Inc.	81	1	—	—	—	—	—	—	—	—	—
Miller Oil Co.	126	2	—	—	—	—	—	—	—	—	—
Mobil Oil Corp.	11,795	37	255	168	169	608	78	365	1,491	503	985
Munro Petroleum & Terminal Corp.	34	1	—	—	—	—	—	—	—	—	—
Murphy Oil USA, Inc.	601	14	—	—	—	—	—	—	—	—	—
National Oil & Gas Inc.	81	2	—	—	—	—	—	—	—	—	—
NOCO Energy Corp.	24	1	—	—	—	—	—	—	24	—	—
Oaisis Petroleum Corp.	45	1	1	—	—	—	—	—	—	—	1
Parker Oil Co. Inc.	185	3	—	—	—	—	—	—	—	—	—
Patterson Oil Co., Inc.	36	1	—	—	—	—	—	36	—	—	—
PDQ Food Stores, Inc.	74	5	—	—	—	—	—	—	—	—	—
Pennzoil Products Co.	491	7	—	—	—	—	—	—	13	—	143
Petroleum Marketers, Inc	153(U)	2	—	—	—	—	—	—	—	—	—
Pettway Oil Co.	43	3	—	—	—	—	—	—	—	—	—
Phillips 66 Co.	10,731	36	—	—	—	—	—	—	—	—	2
Pilot Oil Corp.	115	20	—	—	—	—	—	—	—	2	1
Pride Oil Co. (Miss.)	21	2	—	—	—	—	—	—	—	—	—
Pride Oil Co., Inc. (Tenn.)	12	1	—	—	—	—	—	—	—	—	—
Private Brand Services, Inc.	1	1	—	—	—	—	—	—	—	—	—
Publix Oil Co.	156	6	—	—	—	—	—	—	—	—	—
Quiktrip Corp.	250	5	—	—	—	—	—	—	—	—	—
Qztex Energy Co.	35	1	—	—	—	—	—	—	—	—	—
Racetrac Petroleum, Inc.	321(V)	14	—	—	—	—	—	—	—	—	—
RECO Petroleum, Inc.	107(W)	4	—	—	—	—	—	—	—	—	70
Red Hed Oil Co., Inc.	35	1	—	—	—	—	—	—	—	—	—
Reinauer Petroleum Co.	14	1	—	—	—	—	—	—	—	14	—
Reinhardt Oil Corp.	45	1	—	—	—	—	—	—	45	—	—
Remote Services, Inc.	271	9	—	4	—	—	—	—	11	—	—
Reynolds Industries, Inc.	4(X)	2	2	—	—	2	—	—	—	—	—
River Oil Co.	47	2	—	—	—	—	—	—	—	—	—
Royster Oil Co., Inc.	52(Z)	1	—	—	—	—	—	—	—	—	—
Russell Petroleum Corp.	55	1	—	—	—	—	—	—	—	—	—
Santee Oil Co.	20	1	—	—	—	—	—	—	—	—	—
SCASO	40	1	—	—	—	—	—	40	—	—	—
Self-Service Oil Co.	16	4	—	—	—	—	—	—	—	—	—
Shelby Petroleum Corp.	20	2	—	—	—	—	—	—	—	—	—
Shell Oil Co.	10,947	41	—	12	—	234	56	151	194	284	100
Shotmeyer Bros. Petroleum Corp.	46	1	—	—	—	—	—	—	—	46	—
Sinclair Oil Co.	2,479	24	—	—	—	—	—	—	—	—	—
R.L. Smeltz Oil Co., Inc.	18	1	—	—	—	—	—	—	—	—	18
SOS Oil Corp.	58	1	—	—	—	—	—	—	58	—	—
Southern Oil Co., Inc.	13	1	—	—	—	—	—	—	—	—	—
Southern States C0-OP	120	6	—	—	—	—	—	—	—	—	—
The Spencer Co.., Inc.	52	1	—	—	—	—	—	—	—	—	—
Steuart Petroleum Co.	20	3	—	—	—	—	—	—	—	—	—
Stevens Oil Co.	54	1	—	—	—	—	—	—	—	—	—
Sugarcreek Corp.	200	3	—	—	—	—	—	—	185	10	5
Sumrall Oil Services, Inc.	74	1	—	—	—	—	—	—	—	—	—
Sun Refining & Marketing Co.	5,813(AA)	28	42	69	6	398	119	214	987	457	793
Sunshine Jr. Stores, Inc.	306	5	—	—	—	—	—	—	—	—	—
Tartan Oil Corp.	55	1	—	—	—	—	—	—	55	—	—
Taylor Oil Co.	56	2	—	—	—	—	—	—	—	—	—
TCR, Inc.	22	3	—	—	—	—	—	—	—	—	—
Texaco Inc.	17,623	44	142	109	84	411	75	292	454	415	795
Thornhill Oil Co., Inc.	31	1	—	—	—	—	—	—	—	—	—
Total Petroleum, Inc.	2,394	18	—	—	—	—	—	—	—	—	—
Transit Oil Co.	25	2	—	—	—	—	—	—	—	—	—
Travelers Petroleum, Inc.	27	3	—	—	—	—	—	—	—	—	—
Trenton Oil Co., Inc.	40	1	—	—	—	—	—	—	—	40	—
Triton, Inc.	47	5	—	—	—	—	—	—	—	—	—
Ultra Power Corp.	15	1	—	—	—	—	—	—	15	—	—
United Refining Co.	285	3	—	—	—	—	—	—	147	—	130
Unocal Corp.	10,817	41	—	—	—	—	—	2	2	2	20
Vista Marketing Group Ltd.	16	4	—	—	—	—	—	—	—	—	—
Waco Oil., Inc.	15	1	—	—	—	—	—	—	—	—	—
Wake Up Oil Co., Inc.	40	1	—	—	—	—	—	—	—	—	—
Warelubco, Inc.	90	5	—	—	—	—	—	—	—	—	—
Warren Equities, Inc.	278(BB)	8	9	9	—	62	54	53	38	34	19
Willard Oil Co., Inc.	27	1	—	—	—	—	—	—	—	—	—
A.T. Williams Oil Co.	82	2	—	—	—	—	—	—	—	—	—
J.H. Williams Oil Co., Inc.	85(CC)	1	—	—	—	—	—	—	—	—	—
The Wills Group, Inc.	113(DD)	1	—	—	—	—	—	—	—	—	—
York Oil Co. Inc.	12	1	—	—	—	—	—	—	—	—	—

(H) Includes Darpetro, Inc.
(I) Includes Boron Oil Co., BP Oil Co., Gulf Products Division
(J) Includes Sav-O-Mat Inc.
(K) Includes J & W corp., West Ark Oil Co.
(L) Includes Fast Fare, Zippy Mart
(M) Includes Beacon Oil Co

South Atlantic									East North Central					East South Central			
Del.	Md.	D.C.	Va.	W.V.	N.C.	S.C.	Ga.	Fla.	Ohio	Ind.	Ill.	Mich.	Wis.	Ky.	Tenn.	Ala.	Miss.
—	—	—	—	—	—	—	—	—	—	—	—	60	—	—	—	—	—
—	—	—	—	—	—	—	—	—	25	—	—	—	—	—	—	—	—
—	—	—	—	—	1	—	2	—	—	—	—	—	—	1	2	—	2
—	—	—	—	—	—	—	—	—	3	25	—	82	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	25	—	—	—	—	—	—
—	—	—	—	—	—	—	—	81	—	—	—	—	—	—	—	—	—
—	—	—	75	—	51	—	—	—	—	—	—	—	—	—	—	—	—
61	137	2	149	63	167	—	20	443	258	169	462	547	541	55	139	21	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	34
—	—	—	21	—	39	13	54	96	—	—	—	4	93	5	70	79	20
—	—	—	—	—	—	—	—	—	5	76	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	2	—	2	—	2	—	2	10	16	1	4	—	—	—	—	4	—
—	1	—	180	—	4	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	20	—	—	—	—
—	—	—	1	116	—	—	—	—	193	5	—	—	—	20	—	—	—
—	—	—	145	8	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	3	—	—	—	—	—	—	—	38	2	—
—	72	—	273	69	732	349	428	558	12	371	598	84	271	173	349	402	200
—	—	—	18	1	8	1	4	9	4	3	—	—	—	15	39	2	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	12	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	2	19
—	—	—	—	—	—	—	—	—	—	—	—	1	—	—	—	—	—
—	—	—	1	—	42	46	4	—	—	—	—	—	—	3	60	—	—
—	—	—	—	—	—	—	6	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	35	—	—
—	1	—	14	—	3	10	46	38	—	—	—	—	—	2	28	136	9
—	3	—	16	18	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	35	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	11	—	—	22	—	21	27	—	—	158	16	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	45	—	2
—	—	—	—	—	52	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	55	—
—	—	—	—	—	—	20	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	4	—	6	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	10	10	—	—
40	251	11	345	10	464	231	381	618	468	337	627	682	227	302	321	362	306
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	7	—	30	—	28	—	—
—	—	—	13	—	—	—	—	—	—	—	—	—	—	—	—	—	—
15	25	—	25	15	20	—	—	—	—	—	—	—	—	20	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	52	—
—	15	1	4	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	54	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	74
30	122	16	37	51	83	9	—	—	599	141	252	407	—	131	—	—	—
—	—	—	—	—	—	—	20	154	—	—	—	—	—	—	—	90	36
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	10	46	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	1	10	—	—	—	—	—	—	—	11	—
64	233	10	552	56	938	449	613	723	—	—	34	—	—	59	539	734	197
—	—	—	—	—	—	—	—	—	—	31	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	10	—	17	497	76	1	19	—	—
—	—	—	—	—	—	—	—	—	—	5	—	—	—	20	—	—	—
—	—	—	—	—	—	14	8	5	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	15	—	9	6	16	1	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	17	—	—	—	—	—	—	—	—
—	7	—	317	162	709	264	579	701	657	484	557	702	442	219	386	720	392
—	—	—	—	—	—	—	—	—	—	—	4	—	6	—	—	—	—
—	—	—	—	—	—	—	—	—	4	—	—	—	—	11	—	—	—
—	—	—	—	—	—	—	—	—	—	40	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	8	—	3	63	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	27	—	—	—	—	—	—	—	—	—	—	—
—	—	—	39	—	43	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	85	—	—	—	—	—	—	—	—	—
—	113	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	12	—	—	—	—	—	—	—	—	—	—	—	—	—	—

(N) Includes Imperial Oil Co., Royal Inc., One Stop Food Stores
(O) Includes Price-Less Gas, Inc
(P) Includes Aroe Oil Co., Kingston Oil Co.
(Q) Includes Bay Area/Diablo Petroleum Co.
(R) Includes Hi-Lo Oil Co., Inc. Workingman's Friend Oil, Inc. Fairway Oil Inc. affiliates
(S) Includes Kwik-Serv Food Marts
(T) Includes Kwik-Way Stop
(U) Includes Stop in Food Stores, Inc.

Branded Retail Outlets (con't)

	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	West North Central						
			Minn.	Iowa	Mo.	N.D.	S.D.	Neb.	Kan.
Ada Resources & Energy, Inc.	125	1	—	—	—	—	—	—	—
American Petrofina, Inc.	4,117(A)	24	72	41	171	5	24	43	157
Amoco Corp.	11,291(C)	30	526	454	476	216	197	166	253
Anchor Gasoline Corp.	61(D)	1	—	—	—	—	—	—	—
Arkansas Valley Petroleum	42(E)	2	—	—	2	—	—	—	—
Ashland Oil, Inc.	2,103	18	98	8	3	1	5	—	—
Atlantic Richfield Co.	1,738(G)	5	—	—	—	—	—	—	—
BP America (Ohio)	7,716(I)	29	—	—	2	—	—	—	—
Beacon Oil Co.	300	6	—	—	—	—	—	—	—
Beneto Inc.	14(H)	1	—	—	—	—	—	—	—
Bradley Petroleum Inc.	33(J)	3	—	—	—	—	—	—	—
Brennan Petroleum Co.	1	1	—	—	—	—	—	—	—
Charter Marketing Co.	550	13	—	—	—	—	—	—	—
Chevron Corp.	12,928	34	—	—	2	—	—	—	—
W.R. Childress Oil Co., Inc.	50	1	—	—	—	—	—	—	—
Chrystal Petroleum Corp.	20	1	—	—	—	—	—	—	—
Circle K Corp.	259	12	—	—	—	—	—	—	—
CITGO Petroleum Corp.	7,458	39	46	33	148	—	—	—	28
Clark Oil & Refining Corp.	985	12	23	8	56	—	—	—	11
The Coastal Corp.	880	22	11	113	107	—	6	60	247
Como Oil Co.	30	2	23	—	—	—	—	—	—
Conoco Inc.	5,918	39	149	234	354	91	69	211	229
Conna Corp.	271	9	—	1	—	—	—	—	—
Cook & Cooley, Inc.	60	1	—	—	—	—	—	—	—
Crockett Oil Co.	20	4	—	—	13	—	—	—	5
Crystal Petroleum Co.	20	1	—	—	—	—	—	—	—
Curtis Parker Oil Co. Inc.	22	1	—	—	—	—	—	—	—
Diamond Shamrock Refining & Marketing Co.	1,976	—	—	5	—	—	—	—	32
Dickey Inc.	5	1	—	5	—	—	—	—	—
Emro Marketing Co.	1,339	18	—	—	—	—	—	—	—
Exxon Company, U.S.A.	13,451	37	—	—	—	—	1	—	—
Fas-Stop, Inc.	5	1	—	—	—	—	—	—	5
Fleischli Oil Co.	5	1	—	—	—	—	—	—	—
F.O. Fletcher Inc.	19(O)	3	—	—	—	—	—	—	—
Flying J Inc.	90	12	—	—	—	8	—	—	—
Franko Oil Co.	50	2	—	—	—	—	—	—	—
Fuelman, Inc.	41	3	—	—	—	—	—	—	—
The Gas King Corp.	11	5	—	—	—	—	—	—	—
Gasco Gasoline, Inc.	59	1	—	—	—	—	—	—	—
Geldbach Petroleum Co.	4	1	—	—	4	—	—	—	—
General Oil Co.	37	1	—	—	—	—	—	—	—
Giant Industries, Inc.	13	3	—	—	—	—	—	—	—
Golden Gate Petroleum Co.	11(Q)	1	—	—	—	—	—	—	—
Gull Industries Inc.	100	2	—	—	—	—	—	—	—
Harris Enterprises Inc.	22	2	—	—	—	—	—	—	—
Highway Oil, Inc.	212(R)	22	—	1	13	—	4	—	23
Hudson Farris Corp.	11	2	—	—	—	—	—	—	—
Kellett Oil Co.	10	1	—	—	10	—	—	—	—

(V) Includes Raceway Petroleum, Inc.
(W) Includes Mr. Food Stores
(X) Includes Port Oil Corp.
(Y) Includes Mission Trail Oil Co.

West South Central				Mountain								Pacific				
Ark.	La.	Okla.	Texas	Mont.	Idaho	Wyo.	Colo.	N.M.	Ariz.	Utah	Nev.	Wash.	Ore.	Calif.	Alaska	Hawaii
—	—	—	125	—	—	—	—	—	—	—	—	—	—	—	—	—
155	147	200	1,352	—	—	—	7	148	3	—	—	—	—	—	—	—
—	—	—	—	—	47	92	214	—	—	—	—	—	—	—	—	—
—	61	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	40	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	17	—	1	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	63	—	66	272	181	1,156	—	—
2	—	2	2	—	—	—	—	3	—	—	—	—	—	2	—	—
—	—	—	2	—	—	—	—	3	4	—	2	—	4	285	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	14	—	—
—	—	—	—	—	1	—	27	5	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	1	—	—	—	—	—	—	—
—	86	—	86	—	—	—	—	—	—	—	—	—	—	—	—	—
518	614	270	2,570	69	139	38	99	272	189	131	89	470	311	1,848	132	145
—	—	—	50	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	20	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	74	74	—	—	—	—	—	21	9	—	6	—	1	—	4
161	322	237	1,210	—	—	—	207	37	2	127	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	40	41	—	—	3	30	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
248	588	585	944	331	65	138	508	190	10	183	10	133	—	66	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	60	—	—
1	—	1	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	20	—	—	—	—	—	—	—	—	—	—	—	—	—
—	22	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
63	32	97	1,513	—	—	—	131	93	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
4	22	1	16	—	—	—	—	—	—	—	—	—	—	—	—	—
427	585	2	2,534	253	39	18	66	143	298	28	44	246	138	787	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	5	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	2	—	—	—	—	—	—	5	12	—	—	—
—	—	—	—	5	3	4	5	1	1	18	2	16	5	13	—	—
—	—	—	—	—	—	—	—	—	—	—	—	9	41	—	—	—
—	31	2	8	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	4	1	—	—	—	4	—	—	1	1	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	59	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
37	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	1	6	6	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	11	—	—
—	—	—	—	—	—	—	—	—	—	—	—	80	—	20	—	—
—	—	—	—	—	—	—	—	—	—	—	—	2	20	—	—	—
—	—	—	12	—	—	4	3	—	—	—	—	—	—	—	—	—
—	—	10	1	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—

(Z) Includes RoCo Food Stores

(AA) Includes Herr Gas and Oil Co., Montour Auto Service Co., Mid State Oil Co., Mascot Petroleum Co., Stop-N-Go Foods, Inc.

(BB) Includes Drake Petroleum Co. Inc., Kenyon Oil Co., Inc.

(CC) Includes Pioneer Oil Co., 76 Mini-Marts, Inc.

(DD) Includes SMO, Inc., Dash In Food Stores

Branded Retail Outlets (con't)

	TOTAL BRANDED RETAIL OUTLETS	NUMBER OF STATES WHERE GASOLINE BRAND IS MARKETED	West North Central						
			Minn.	Iowa	Mo.	N.D.	S.D.	Neb.	Kan.
Kent Distributors, Inc.	30	1	—	—	—	—	—	—	—
Kerr-McGee Refining Corp.	1,937	21	38	157	150	9	38	127	159
Krause Gentle Corp.	107	3	—	98	—	8	—	—	—
Kunz Oil Co.	32	1	32	—	—	—	—	—	—
Kwik Shop, Inc.	148	4	—	31	—	—	—	43	58
McCall Oil Co.	2	1	—	—	—	—	—	—	—
Merchants Oil Co.	42	1	—	—	—	—	—	—	—
Merritt Truax, Inc.	36	1	—	—	—	—	—	—	—
Mid-Continent Systems, Inc.	10	8	—	—	—	—	—	—	—
Mid-Missouri Oil Co.	16	1	—	—	16	—	—	—	—
Midwest Petroleum Co.	127	2	—	—	102	—	—	—	—
Mobil Oil Corp.	11,795	37	359	—	102	31	—	—	—
Murphy Oil USA, Inc.	601	14	60	—	—	—	—	—	—
Musket Corp.	117	7	—	—	—	—	—	—	16
Neal, Inc.	30	1	—	—	—	—	—	—	—
Nella Oil Co.	20	1	—	—	—	—	—	—	—
Newall Oil Co.	16	1	—	—	—	—	—	—	—
Olympian Oil Co.	43	1	—	—	—	—	—	—	—
PDQ Food Stores, Inc.	74(T)	5	14	—	—	—	—	—	—
Pacer Oil Co.	15	1	—	—	—	—	—	—	—
Paromana, Inc.	16	1	—	—	—	—	—	—	—
Peavy Oil Co.	9	1	—	—	—	—	—	—	—
Petrotex Marketing Inc.	23	1	—	—	—	—	—	—	—
Phillips 66 Co.	10,731	36	433	418	700	29	139	265	355
Pilot Oil Corp.	115	20	—	1	1	—	-	—	—
Pride of Texas Dist. Co.	24	1	—	—	—	—	—	—	—
Quiktrip Corp.	250	5	—	50	64	—	—	—	56
Racetrac Petroleum, Inc.	321(V)	14	—	—	1	—	—	-	—
Remote Services, Inc.	271	9	—	1	—	—	—	-	—
Robinson Oil Co., Inc.	24(Y)	1	—	—	—	—	—	—	—
Sahara Oil Co., Inc.	23	1	—	—	—	—	—	—	—
Schaeffer Oil Inc.	5	1	—	—	—	5	—	—	
Self-Service Oil Co.	16	4	—	1	5	—	—	—	—
Shay Oil Co., Inc.	20	1	—	—	—	—	—	—	—
Shell Oil Co.	10,947	41	—	37	218	—	—	—	—
Sinclair Oil Corp.	2,479	24	166	210	389	139	167	168	63
Southern Counties Oil Co.	40	1	—	—	—	—	—	—	—
Sun Refining & Marketing Co.	5,813(AA)	28	—	175	208	—	—	15	18
Sunshine Jr. Stores, Inc.	306	5	—	—	—	—	—	—	—
Texaco Inc.	17,623	44	—	236	399	—	88	172	234
Texas Star Oil Co.	30	1	—	—	—	—	—	—	—
Time Saver Stores, Inc.	116	1	—	—	—	—	—	—	—
Tooley Oil Co.	9	1	—	—	—	—	—	—	—
Total Petroleum, Inc.	2,394	18	82	121	408	4	23	124	442
Town Pump Inc. & Affiliates	60	1	—	—	—	—	—	—	—
Unocal Corp.	10,817	41	349	102	24	—	10	5	1
Vista Marketing Group Ltd.	16	4	—	1	5	—	—	—	—
Warelubco, Inc.	90	5	—	14	2	—	—	—	—
Webster Oil Co.	21	1	—	—	21	—	—	—	—
Western Marketing, Inc.	93	1	—	—	—	—	—	—	—

West South Central				Mountain								Pacific				
Ark.	La.	Okla.	Texas	Mont.	Idaho	Wyo.	Colo.	N.M.	Ariz.	Utah	Nev.	Wash.	Ore.	Calif.	Alaska	Hawaii
—	—	—	30	—	—	—	—	—	—	—	—	—	—	—	—	—
250	11	404	224	—	—	—	—	13	—	—	—	—	—	—	—	—
—	—	—	—	1	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	16	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	2	—	—	—
—	—	—	—	—	—	—	42	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	36	—	—	—
1	1	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
4	342	—	951	—	—	—	—	—	251	—	17	250	288	1,343	1	—
6	41	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
2	1	76	11	—	—	—	8	3	—	—	—	—	—	—	—	—
—	—	—	30	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	20	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	43	—	—
—	—	—	—	—	—	3	32	—	—	—	5	—	—	—	—	—
—	—	15	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	16
—	—	—	—	—	—	—	—	—	—	—	—	—	9	—	—	—
—	—	—	23	—	—	—	—	—	—	—	—	—	—	—	—	—
302	334	599	1,425	—	107	60	284	157	6	167	2	—	6	—	—	—
1	—	—	1	—	—	—	—	1	2	—	—	—	—	1	—	—
—	—	—	24	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	74	—	—	—	—	—	—	—	—	—	—	—	—	—	—
3	13	—	17	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	24	—	—
—	—	—	—	—	—	—	—	—	23	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	20	—	—	—	—	1	—	—
80	592	23	668	—	53	—	10	93	48	22	37	255	237	1,493	—	67
85	58	109	1	171	182	75	195	13	5	180	17	10	11	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	40	—	—
43	—	390	1	—	—	—	—	—	—	—	—	—	—	—	—	—
—	6	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
431	818	625	2,993	—	84	83	313	188	185	183	77	483	338	1,135	63	50
—	—	—	30	—	—	—	—	—	—	—	—	—	—	—	—	—
—	116	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	9	—	—
49	—	425	30	—	—	—	53	13	—	—	—	—	—	—	—	—
—	—	—	—	60	—	—	—	—	—	—	—	—	—	—	—	—
85	164	3	47	—	11	—	1	2	156	35	61	265	188	1,812	46	126
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	93	—	—	—	—	—	—	—	—	—	—	—	—	—

Average Number of Employees

(As of Jan. 1, 1987)

	Mining	Refining		Transportation		Wholesale	Retail	
	Oil and Gas Extraction	Petroleum Refining	Oils and Greases	Pipelines, Except Gas	Gas Distribution	Petroleum Products	Gasoline Stations	Total Industry
Alabama	1,419	381	64	92	2,986	5,119	7,544	17,605
Alaska	8,457	255	0	902	297	503	1,170	11,584
Arizona	108	N/A	0	112	1,835	1,506	8,481	12,042
Arkansas	2,758	627	0	N/A	2,194	2,797	4,984	13,360
California	32,842	25,115	724	1,153	11,491	17,049	62,588	150,962
Colorado	20,078	566	43	105	2,221	2,633	8,060	33,706
Connecticut	161	N/A	90	N/A	1,300	1,568	9,564	12,683
Delaware	9	641	9	0	293	365	1,368	2,685
District of Columbia	66	89	0	0	639	163	981	1,938
Florida	780	73	181	56	2,101	7,024	29,495	39,710
Georgia	89	115	135	468	4,064	5,663	17,332	27,866
Hawaii	N/A	415	0	0	335	577	3,623	4,950
Idaho	55	0	0	15	398	1,420	2,742	4,630
Illinois	5,119	6,060	N/A	926	8,470	9,939	25,279	55,793
Indiana	681	2,535	267	417	2,982	3,355	16,713	26,950
Iowa	28	0	53	160	1,365	3,237	11,788	16,631
Kansas	10,403	2,315	406	1,743	3,098	2,604	7,752	28,321
Kentucky	2,497	3,485	83	154	3,043	2,821	10,253	22,336
Louisiana	60,900	11,500	600	1,200	6,500	5,200	8,000	93,900
Maine	8	N/A	N/A	N/A	N/A	1,498	2,777	4,283
Maryland	21	N/A	302	0	1,139	3,105	13,342	17,909
Massachusetts	765	22	368	10	4,991	2,513	15,719	24,388
Michigan	4,093	1,652	576	272	7,083	5,551	22,042	41,269
Minnesota	N/A	N/A	N/A	190	2,349	2,649	15,969	21,157
Mississippi	6,112	1,567	108	N/A	2,074	2,697	5,347	17,905
Missouri	108	40	369	228	4,919	5,783	17,985	29,433
Montana	2,314	855	2	97	286	1,347	3,031	7,932
Nebraska	741	16	118	112	2,902	1,962	6,548	12,399
Nevada	247	58	0	19	669	423	3,611	5,027
New Hampshire	1	0	4	3	263	432	2,779	3,482
New Jersey	131	6,571	1,086	164	2,182	3,634	19,365	33,133
New Mexico	9,935	868	36	234	3,368	2,012	3,880	20,333
New York	2,152	6,783	414	125	6,410	9,081	28,280	53,245
North Carolina	14	N/A	212	116	2,588	5,702	10,780	19,412
North Dakota	3,126	230	154	158	1,068	2,327	2,307	9,370
Ohio	7,872	5,341	725	627	7,447	6,074	29,865	57,951
Oklahoma	49,626	6,753	429	1,369	5,540	4,762	5,963	74,442
Oregon	104	N/A	52	N/A	N/A	2,529	8,334	11,019
Pennsylvania	4,500	8,300	800	700	8,600	9,300	26,300	58,500
Rhode Island	N/A	N/A	N/A	N/A	880	426	2,471	3,777
South Carolina	20	0	N/A	N/A	593	3,664	7,507	11,784
South Dakota	126	0	0	62	122	1,533	2,669	4,512
Tennessee	361	261	186	42	1,783	5,367	11,482	19,482
Texas	194,503	30,826	1,200	4,739	27,115	24,557	34,728	317,668
Utah	2,427	794	1	84	2,360	1,645	4,965	12,276
Vermont	1	0	0	0	143	364	1,954	2,462
Virginia	N/A	N/A	50	N/A	2,790	7,780	15,730	26,350
Washington	199	1,578	N/A	83	1,636	2,640	9,862	15,998
West Virginia	4,670	432	122	102	4,880	1,514	4,745	16,465
Wisconsin	N/A	N/A	85	161	2,860	5,563	15,406	24,075
Wyoming	10,991	916	2	269	1,144	1,316	2,545	17,183
TOTAL	**451,618**	**128,035**	**10,056**	**17,470**	**165,796**	**203,293**	**596,005**	**1,572,273**

Note: Data differ from the Bureau of Labor Statistics national averages due to confidentiality rules.
Source: Independent Petroleum Assn. of America, "The Oil and Gas Producing Industry in Your State—1987-1988."

How Distillates Were Used in 1986

(Add 000 gal.)

Use	1986	1985	% Change	% Share of Total Distillates Use in 1986	% Share of Total Distillates Use in 1985
Residential	7,294,814	7,212,897	1.1%	16.3%	16.4%
Commercial	4,293,095	4,514,211	(5.0)	9.6	10.3
Industrial	2,684,102	2,592,678	3.5	6.0	5.9
Oil Company	749,992	876,505	(14.4)	1.7	2.0
Farm	3,380,046	3,311,309	2.0	7.6	7.5
Elec. Utilities	614,361	514,327	19.4	1.4	1.2
Railroad	3,099,616	3,209,729	(3.4)	6.9	7.3
Vessel Bunkering	2,034,215	1,894,265	7.4	4.6	4.3
On-Highway Diesel	17,926,508	17,279,650	3.7	40.1	39.3
Military	760,417	768,179	(1.0)	1.7	1.8
Off-Highway Diesel	1,699,252	1,616,685	5.1	3.8	3.7
All other	140,161	176,299	(20.5)	0.3	0.4
U.S. Total	**44,677,080**	**43,966,734**	**1.6**	—	—

Source: Energy Information Administration, Petroleum Marketing Monthly, July 1987

How Residual Was Used in 1986

(Add 000 gal.)

Use	1986	1985	% Change	% Share of Total Residual Use in 1986	% Share of Total Residual Use in 1985
Commercial	1,663,005	1,326,870	25.3%	7.6%	6.7%
Industrial	4,492,393	4,011,361	12.0	20.7	18.8
Oil Company	766,034	776,019	—	3.5	5.5
Elec. Utilities	9,041,608	6,183,985	46.2	41.6	37.2
Railroad	569	6,163	—	—	—
Vessel Bunkering	5,287,374	5,473,562	(3.4)	24.3	27.0
Military	180,918	192,918	(6.2)	0.8	1.1
All other	312,241	460,402	(32.2)	1.4	3.7
U.S. Total	**21,744,114**	**18,431,280**	—	—	—

Source: Energy Information Administration, Petroleum Marketing Monthly, July 1987.

How Kerosine Was Used in 1986

(Add 000 gal.)

Use	1986	1985	% Change	% Share of Total Kerosine Use in 1986	% Share of Total Kerosine Use in 1985
Residential	671,742	862,573	(22.1%)	44.6%	49.1%
Commercial	307,704	367,218	(16.2)	20.4	21.0
Industrial	173,859	254,491	(31.7)	11.5	14.6
Farm	47,948	53,434	(10.3)	3.2	3.1
All other	334,908	208,139	60.9	22.2	11.9
U.S. Total	**1,506,162**	**1,745,856**	**(13.7)**	—	—

Source: Energy Information Administrations, Petroleum Marketing Monthly, July 1987.

How New Homes Are Heated

Region	New Homes Completed (Add 000)	Share of New Homes by Fuels and Percentages: Gas	Electric	Oil	Other
Northeast	195	44%	27%	27%	2%
Midwest(a)	200	83	13	1	3
South	466	33	65	(*)	2
West	258	68	25	(*)	7
Total 1987	**1,120**	**52%**	**40%**	**5%**	**3%**
Total 1986	**1,120**	**47%**	**44%**	**5%**	**4%**

(a) Formerly called "North Central;"

(*) Statistical data did not meet publication standards.

Source: U.S. Department of Commerce, 1987 Construction Reports, preliminary data published in March 1988.

Gas: Who Uses It for Heat

Region	% of Gas-Heated Homes to Total Gas-Using Homes	Consumers Added in 1986 (Add 000): New Homes	Existing Homes	Total Added
New England	69.6%	19.2	20.5	39.7
Mid-Atlantic	64.2	76.8	43.9	120.7
East North Central	94.7	113.2	37.4	150.6
West North Central	97.7	65.2	5.8	71.0
South Atlantic	89.9	83.5	20.0	103.5
East South Atlantic	91.1	20.4	8.2	28.6
West South Atlantic	92.7	36.9	1.6	38.5
Mountain	96.2	75.4	2.7	78.1
Pacific	96.5	195.0	8.4	203.4
Total	**88.8%**	**685.6**	**148.5**	**834.1**
% Change '86 vs. '85	—	12.9%	(0.5%)	10.2%

Source: American Gas Assn., Home Heating Survey 1986, Table #3.

Gas Heat Equipment Shipments

Class and Type of Equipment	1987	1986	% Change
Central Heating:			
Furnaces	2,072,925	2,104,805	(1.5%)
Boilers	189,662	196,022	(3.2)
Space Heating:			
Wall Furnaces Vented	165,540	196,930	(15.9)
RV Systems	234,771	208,043	12.8
Water Heaters:			
Gas	3,950,779	3,728,779	6.0
Electric	3,396,395	3,389,150	0.2
Oil(a)	37,000	35,000	5.7

(a) Estimated by fuel oil industry sources for comparison.

Source: Gas Appliance Manufacturers Assn.

Distillate Deliveries in 1986...

(Add 000 gal.)

	Residential		Commercial		Industrial	
Destination	1985	1986	1985	1986	1985	1986
PAD District 1						
New England States						
Connecticut	410,776	486,135	149,332	148,011	36,715	36,171
Maine	205,490	238,602	40,787	65,571	8,856	9,610
Massachusetts	756,390	776,428	240,087	280,327	30,429	50,658
New Hampshire	136,429	135,995	23,167	37,673	6,729	5,912
Rhode Island	143,918	125,898	18,579	33,861	7,087	8,384
Vermont	93,555	77,598	22,295	22,567	9,192	9,179
Central Atlantic States						
Delaware	56,022	44,361	14,056	10,267	8,252	8,054
District of Columbia	20,856	16,728	31,522	41,454	751	185
Maryland	211,450	202,295	81,763	64,719	38,934	38,621
New Jersey	760,742	725,030	237,342	373,217	63,179	86,418
New York	1,304,675	1,430,302	498,203	691,598	100,278	60,736
Pennsylvania	911,749	792,213	207,646	252,099	138,695	168,109
Lower Atlantic States						
Florida	23,894	19,440	153,930	143,564	36,490	37,009
Georgia	14,881	15,290	65,071	41,664	41,819	44,271
North Carolina	205,416	209,081	111,519	101,547	59,582	75,319
South Carolina	48,525	49,350	35,405	29,475	33,649	21,825
Virginia	216,319	272,675	103,562	118,807	54,511	78,909
West Virginia	19,465	23,444	25,398	31,480	49,949	36,842
Total	**5,540,552**	**5,640,866**	**2,059,663**	**2,487,902**	**725,046**	**776,212**
PAD District 2						
Illinois	95,036	92,199	167,325	83,345	65,621	126,665
Indiana	107,673	121,016	111,010	77,236	111,037	114,395
Iowa	60,396	58,268	47,323	28,593	10,890	18,432
Kansas	2,752	1,028	29,395	14,341	8,528	18,670
Kentucky	34,702	28,656	64,027	43,004	173,474	144,857
Michigan	251,065	247,025	99,311	124,094	62,748	59,349
Minnesota	161,073	167,864	115,367	45,223	33,651	32,092
Missouri	34,330	34,414	61,674	62,227	37,915	28,076
Nebraska	14,328	11,862	33,679	13,962	8,625	7,826
North Dakota	47,112	44,336	20,365	13,168	12,197	11,851
Ohio	188,345	192,443	85,696	89,300	107,503	121,633
Oklahoma	3,467	1,256	29,669	11,825	86,300	27,761
South Dakota	31,283	43,684	11,692	11,378	2,474	3,794
Tennessee	10,902	6,966	129,923	59,292	54,118	46,832
Wisconsin	270,388	269,801	133,536	72,527	16,245	24,204
Total	**1,312,854**	**1,320,817**	**1,139,995**	**749,515**	**791,326**	**786,437**
PAD District 3						
Alabama	1,425	1,624	54,318	40,758	41,731	93,129
Arkansas	30	45	49,331	7,814	11,983	15,462
Louisiana	335	371	157,560	169,154	74,891	64,296
Mississippi	86	121	44,911	18,549	39,819	15,803
New Mexico	876	1,465	19,023	17,035	89,176	79,485
Texas	1,634	867	403,367	227,237	411,355	341,168
Total	**4,385**	**4,494**	**728,510**	**480,548**	**668,955**	**609,432**
PAD District 4						
Colorado	4,471*	2,646	28,659	17,030	13,115	17,980
Idaho	26,729	26,616	15,407	11,969	9,977	15,040
Montana	14,540	14,741	36,309	16,926	10,914	21,347
Utah	3,133	3,132	22,758	38,221	28,924	37,248
Wyoming	2,121	1,128	18,508	16,418	31,759	39,056
Total	**50,995**	**48,264**	**121,641**	**100,563**	**94,690**	**130,671**
PAD District 5						
Alaska	55,151	44,716	39,000	35,147	28,878	19,149
Arizona	505	448	20,042	15,991	38,067	38,770
California	6,234	10,059	147,907	237,284	131,205	230,602
Hawaii	13	30	5,711	7,584	2,745	4,526
Nevada	11,957	10,342	13,640	20,679	35,333	22,697
Oregon	99,946	85,852	58,249	56,324	34,983	22,725
Washington	130,306	128,928	179,853	101,559	41,400	42,972
Total	**304,112**	**280,374**	**464,402**	**474,567**	**312,612**	**381,440**
U.S. Total	**7,212,897**	**7,294,814**	**4,514,211**	**4,293,095**	**2,592,687**	**2,684,102**

...By End Use

(Add 000 gal.)

N.B.: In 1985, EIA began publishing two sets of product tables, one for sales, the other for deliveries. Both are based on the same raw data. The sales tables reflect the questionnaire total; the deliveries table are adjustments to correlate them with other industry data. EIA's original objective was to switch to the sales tables and drop the deliveries tables. However, because of statistical disparities, this switch-over has been delayed indefinitely. The data on these pages are the deliveries tables and are compatible with prior NPN Factbook summaries even though the latter were then labelled "sales".

Destination	Oil Company		Farm		Electric Utility	
	1985	1986	1985	1986	1985	1986
PAD District 1						
New England States						
Connecticut	871	500	828	656	2,870	443
Maine	28	87	3,701	3,636	199	495
Massachusetts	1,149	998	1,963	1,912	7,841	7,708
New Hampshire	5	5	1,425	1,502	904	835
Rhode Island	336	263	382	156	602	1,483
Vermont	60	9	5,833	5,744	574	678
Central Atlantic States						
Delaware	513	542	5,946	6,835	2,794	3,435
District of Columbia	148	—	32	—	12,975	21,385
Maryland	2,609	821	19,903	18,717	38,749	46,790
New Jersey	2,329	2,256	11,331	19,661	13,117	56,841
New York	3,942	4,417	50,391	40,734	7,496	70,469
Pennsylvania	13,301	17,948	42,889	34,130	20,599	29,560
Lower Atlantic States						
Florida	2,386	895	86,905	117,634	44,280	48,933
Georgia	354	806	67,026	87,845	1,612	3,927
North Carolina	432	110	51,073	50,195	17,452	13,821
South Carolina	655	860	20,984	20,178	10,061	5,839
Virginia	2,531	1,233	42,888	24,328	12,322	12,520
West Virginia	3,898	11,204	2,542	4,150	17,138	12,312
Total	**32,547**	**42,957**	**416,045**	**438,013**	**211,584**	**337,475**
PAD District 2						
Illinois	20,275	16,500	152,482	184,740	34,545	17,200
Indiana	2,313	1,619	66,394	94,791	12,656	11,895
Iowa	570	63	174,850	215,857	1,506	1,901
Kansas	13,046	10,656	119,451	138,183	3,155	2,531
Kentucky	1,436	781	41,563	35,571	7,297	5,698
Michigan	2,269	5,476	77,359	92,352	33,743	29,831
Minnesota	556	498	136,176	182,360	2,849	5,687
Missouri	402	790	97,693	71,293	4,074	10,758
Nebraska	110	663	151,861	153,030	210	259
North Dakota	4,412	4,939	94,763	105,838	1,937	2,055
Ohio	4,631	18,851	57,998	67,924	21,628	20,101
Oklahoma	73,800	24,537	73,602	47,636	14	320
South Dakota	5	20	64,394	93,749	551	1,001
Tennessee	3,436	2,045	46,064	41,699	8,795	97
Wisconsin	469	427	97,013	93,392	4,600	5,787
Total	**127,728**	**87,866**	**1,451,683**	**1,618,414**	**137,559**	**115,119**
PAD District 3						
Alabama	4,692	3,636	50,618	33,872	7,315	8,836
Arkansas	4,643	4,053	207,144	170,808	5,991	11,887
Louisiana	212,631	233,721	44,618	149,420	4,748	5,686
Mississippi	71,570	31,602	65,442	111,383	1,384	3,100
New Mexico	18,651	16,564	13,641	30,723	925	1,597
Texas	304,537	256,724	331,061	279,621	70,247	17,173
Total	**616,725**	**546,300**	**712,523**	**775,828**	**90,610**	**48,278**
PAD District 4						
Colorado	4,258	7,883	53,037	64,397	6,724	5,039
Idaho	126	172	50,952	58,011	17	424
Montana	1,906	3,093	101,096	48,017	1,225	944
Utah	1,635	2,410	7,263	14,399	2,145	10,375
Wyoming	36,486	18,423	18,332	17,170	6,428	3,689
Total	**44,410**	**31,980**	**230,680**	**201,995**	**16,538**	**20,470**
PAD District 5						
Alaska	3,616	10,516	889	183	12,695	37,152
Arizona	291	179	16,065	29,018	2,424	3,542
California	39,234	27,370	398,788	198,254	7,479	8,777
Hawaii	1,118	663	13,219	12,563	32,029	38,505
Nevada	604	693	9,289	6,612	2,604	3,613
Oregon	2,582	141	32,968	48,106	89	151
Washington	4,651	1,327	29,179	51,059	715	1,278
Total	**52,095**	**40,888**	**500,397**	**347,795**	**58,035**	**93,010**
U.S. Total	**876,505**	**749,992**	**3,311,309**	**3,380,046**	**514,327**	**614,361**

Distillate Deliveries 1986...

(Add 000 gal.)

Destination	Railroad		Vessel Bunkering		On-Highway	
	1985	1986	1985	1986	1985	1986
PAD District 1						
New England States						
Connecticut	1,810	—	1,413	2,690	183,726	179,230
Maine	7,627	10,282	3,016	2,996	125,975	140,312
Massachusetts	47,853	6,011	21,463	51,946	245,057	267,065
New Hampshire	334	1,830	216	334	42,239	50,895
Rhode Island	491	475	1,405	4,439	11,775	44,667
Vermont	1,290	3,059	304	310	38,737	40,202
Central Atlantic States						
Delaware	340	103	552	4,186	50,528	52,855
District of Columbia	7,225	2,848	29	27	20,897	21,413
Maryland	34,984	33,424	20,880	24,517	238,103	274,995
New Jersey	49,327	28,843	67,722	135,508	445,512	450,858
New York	39,542	21,605	6,393	13,507	518,586	614,646
Pennsylvania	64.993	59,823	9,212	26,594	769,798	810,753
Lower Atlantic States						
Florida	63,740	88,036	77,445	116,019	706,762	680,975
Georgia	78,421	70,226	12,541	14,520	664,749	710,528
North Carolina	40,534	64,774	16,608	14,240	512,560	548,890
South Carolina	29,343	31,346	7,794	14,172	293,068	293,541
Virginia	119,239	118,358	32,548	33,115	437,519	468,608
West Virginia	22,096	13,444	125,442	26,522	121,288	132,361
Total	**609,188**	**554,488**	**404,982**	**485,642**	**5,426,879**	**5,782,794**
PAD District 2						
Illinois	162,894	138,398	55,190	57,095	586,969	695,139
Indiana	171,422	194,143	4,133	18,135	693,369	681,413
Iowa	38,330	43,503	1,090	1,531	298,367	288,303
Kansas	167,438	132,889	—	—	260,522	253,237
Kentucky	103,383	99,752	137,027	92,588	329,045	368,109
Michigan	42,816	45,907	5,748	233	454,673	478,218
Minnesota	37,323	48,730	9,075	1,740	289,062	288,389
Missouri	47,207	34,863	54,696	37,805	448,082	472,721
Nebraska	103,158	109,764	47	—	186,417	188,890
North Dakota	32,175	32,804	—	1	93,017	87,289
Ohio	105,203	148,782	772	2,975	831,466	797,685
Oklahoma	55,821	50,590	613	361	387,890	368,795
South Dakota	428	419	—	—	95,079	90,150
Tennessee	92,108	118,134	33,816	73,382	513,316	527,263
Wisconsin	46,635	43,977	8,429	15,650	349,753	364,055
Total	**1,206,344**	**1,242,654**	**310,636**	**301,496**	**5,817,027**	**5,949,656**
PAD District 3						
Alabama	72,325	66,491	37,425	37,112	357,980	368,011
Arkansas	24,088	28,504	11,003	1,381	288,154	295,187
Louisiana	108,706	104,069	413,715	308,847	325,752	349,332
Mississippi	22,073	21,437	49,102	68,456	280,338	287,753
New Mexico	3.975	43,608	—	—	177,728	182,996
Texas	377,311	304,516	187,321	299,698	1,550,477	1,437,192
Total	**608,479**	**568,624**	**698,566**	**715,494**	**2,980,429**	**2,920,471**
PAD District 4						
Colorado	64,664	62,863	981	—	199,169	186,918
Idaho	20,790	20,250	80	114	97,057	98,003
Montana	72,232	66,968	—	—	106,862	105,048
Utah	36,723	35,113	—	—	132,393	139,467
Wyoming	64,417	61,348	—	—	115,572	102,219
Total	**258,826**	**249,542**	**1,061**	**114**	**651,053**	**631,655**
PAD District 5						
Alaska	5,144	2,096	118,258	58,752	106,978	97,190
Arizona	52,700	49,061	—	559	267,552	280,167
California	255,583	241,723	240,241	217,325	1,387,378	1,570,607
Hawaii	303	234	31,938	46,608	18,589	19,618
Nevada	40,386	34,211	—	—	92,782	97,170
Oregon	111,410	106,826	25,598	26,304	243,977	244,854
Washington	61,367	53,158	62,985	181,921	287,006	332,326
Total	**526,982**	**487,308**	**479,020**	**531,469**	**2,404,262**	**2,641,932**
U.S. Total	**3,209,729**	**3,099,616**	**1,894,265**	**2,034,215**	**17,279,650**	**17,926,508**

...By End Use (Continued)

(Add 000 gal.)

Destination	Military		Off-Highway		All Other		Total	
	1985	1986	1985	1986	1985	1986	1985	1986
PAD District 1								
New England States								
Connecticut	298	237	6,632	6,221	89	762	795,359	861,057
Maine	72	180	5,960	9,974	639	5	402,350	481,750
Massachusetts	2,855	2,542	9,511	11,250	882	861	1,365,479	1,457,705
New Hampshire	894	231	7,380	6,778	606	128	220,326	242,117
Rhode Island	32	48	2,535	2,999	43	250	187,185	222,923
Vermont	48	31	3,461	6,005	311	208	175,660	165,589
Central Atlantic States								
Delaware	598	4,963	2,164	2,126	942	93	142,707	137,819
District of Columbia	8,983	11,903	558	197	36	2,921	104,011	119,063
Maryland	16,499	10,976	38,637	22,511	7,127	6,977	749,637	745,363
New Jersey	4,487	1,175	25,412	32,789	4,641	2,874	1,685,142	1,915,470
New York	5,919	1,447	43,487	22,979	4,626	3,294	2,583,539	2,975,734
Pennsylvania	1,621	454	45,147	54,692	2,515	1,840	2,228,166	2,248,217
Lower Atlantic States								
Florida	8,080	30,309	69,020	56,331	496	2,897	1,273,428	1,342,043
Georgia	3,352	6,736	41,087	32,714	3,483	1,630	994,396	1,030,158
North Carolina	3,546	13,728	24,302	27,480	818	39,375	1,043,842	1,158,561
South Carolina	484	4,025	15,312	20,303	914	1,151	496,195	492,066
Virginia	11,770	29,765	26,835	32,150	1,009	3,954	1,061,052	1,194,423
West Virginia	3	32	20,517	26,054	2,966	628	410,702	318,474
Total	**69,541**	**118,781**	**387,956**	**373,553**	**32,173**	**69,849**	**15,919,176**	**17,108,532**
PAD District 2								
Illinois	989	906	27,655	52,348	2,259	8,533	1,371,241	1,473,068
Indiana	1,008	4,437	8,876	13,335	917	1,420	1,290,807	1,333,836
Iowa	774	30	15,152	10,757	107	490	649,354	667,727
Kansas	283	336	20,397	23,203	3,092	1,382	628,059	596,455
Kentucky	137	5,863	19,483	26,983	731	1,194	912,307	853,056
Michigan	10,178	2,235	33,974	33,403	2,381	2,890	1,076,266	1,121,014
Minnesota	556	708	26,285	21,293	5,462	1,558	817,435	796,141
Missouri	2,180	3,375	30,113	13,970	1,989	731	820,356	771,022
Nebraska	428	384	20,026	16,609	67	900	518,957	504,149
North Dakota	3,016	1,405	5,793	6,860	1	15	314,788	310,559
Ohio	239	7,665	80,807	35,128	30,604	1,707	1,514,893	1,504,194
Oklahoma	310	1,838	48,099	39,107	10,744	7,078	770,327	581,104
South Dakota	218	396	3,428	8,925	—	314	209,553	253,832
Tennessee	1,526	1,569	38,501	63,726	4,466	366	936,972	941,370
Wisconsin	2,909	158	14,810	24,476	886	2,212	945,672	916,666
Total	**24,750**	**31,305**	**393,399**	**390,124**	**63,707**	**30,789**	**12,776,938**	**12,624,192**
PAD District 3								
Alabama	3,528	2,558	45,515	38,361	12,001	2,649	688,871	697,038
Arkansas	279	2,944	30,214	30,192	339	231	633,199	568,508
Louisiana	1,303	31,871	61,288	49,815	8,174	3,685	1,413,720	1,470,267
Mississippi	43,866	36,284	49,583	26,960	580	1,905	668,753	623,353
New Mexico	572	1,529	32,383	32,212	589	366	357,541	407,580
Texas	259,107	182,423	97,525	274,751	5,908	1,744	3,999,851	3,623,112
Total	**308,655**	**257,608**	**316,507**	**452,291**	**27,592**	**10,580**	**7,761,936**	**7,389,858**
PAD District 4								
Colorado	2,854	6,595	26,065	49,762	68	4,765	404,066	425,878
Idaho	1,224	1,456	8,268	12,099	4,400	4,251	235,028	248,406
Montana	801	166	129,801	14,725	350	1,995	476,035	293,970
Utah	6,332	4,113	8,415	26,822	235	664	249,955	311,964
Wyoming	475	449	25,230	23,590	3,948	4,783	323,274	288,273
Total	**11,686**	**12,780**	**197,779**	**126,998**	**9,000**	**16,458**	**1,688,358**	**1,568,490**
PAD District 5								
Alaska	15,457	12,647	32,836	15,427	7,938	2,793	426,841	335,767
Arizona	937	1,598	23,053	48,784	405	47	422,040	468,164
California	229,104	232,081	173,877	168,855	26,627	5,163	3,043,656	3,148,100
Hawaii	86,114	61,104	2,527	4,946	202	—	194,508	196,381
Nevada	1,901	2,865	18,174	30,823	1,426	4,460	228,097	234,165
Oregon	1,577	1,067	33,971	32,960	2,653	42	648,002	625,351
Washington	18,457	28,581	36,607	54,491	4,604	480	857,131	978,080
Total	**353,547**	**399,943**	**321,045**	**356,287**	**43,856**	**12,986**	**5,820,276**	**5,986,008**
U.S. Total	**768,179**	**760,417**	**1,616,685**	**1,699,252**	**176,299**	**140,661**	**43,966,734**	**44,677,080**

Source: Energy Information Administration, Petroleum Marketing Monthly, July 1987.

Deliveries of Kerosine in 1986...

(Add 000 gal.)

	Residential		Commercial		Industrial	
Destination	1985	1986	1985	1986	1985	1986
PAD District 1						
New England States						
Connecticut	11,509	9,001	1,216	1,428	520	486
Maine	17,316	13,302	1,878	544	253	45
Massachusetts	10,987	10,660	2,052	6,176	815	415
New Hampshire	16,267	7,523	783	422	29	31
Rhode Island	2,489	3,447	76	86	2	8
Vermont	9,794	6,192	687	1,275	87	59
Central Atlantic States						
Delaware	12,352	6,804	979	360	23	—
District of Columbia	193	237	1,045	6	28	21
Maryland	21,196	17,639	1,703	1,054	176	459
New Jersey	17,264	13,717	1,473	2,305	1,083	1,091
New York	61,275	47,048	16,416	4,863	1,232	408
Pennsylvania	54,312	63,317	6,832	8,399	4,170	5,646
Lower Atlantic States						
Florida	16,443	11,838	19,925	18,056	484	109
Georgia	4,897	4,315	868	1,546	495	463
North Carolina	76,025	70,788	4,661	3,660	4,553	4,952
South Carolina	23,054	21,119	917	1,177	3,272	1,584
Virginia	68,740	52,692	4,068	3,068	1,221	1,007
West Virginia	7,432	9,682	2,449	1,181	2,337	695
Total	**431,546**	**369,320**	**68,026**	**55,604**	**20,780**	**17,480**
PAD District 2						
Illinois	36,288	8,571	6,107	4,146	4,031	3,588
Indiana	29,744	16,664	8,530	5,813	4,270	5,210
Iowa	7,369	3,159	454	79	225	41
Kansas	1,728	781	633	381	104	101
Kentucky	53,245	28,462	5,859	6,327	20,906	8,827
Michigan	27,174	14,668	735	570	2,984	1,833
Minnesota	8,737	3,729	1,524	187	55	34
Missouri	6,061	2,448	2,093	410	914	83
Nebraska	2,564	788	754	339	69	4,255
North Dakota	868	321	4	14	50	18
Ohio	60,113	50,041	28,126	8,037	9,533	3,848
Oklahoma	1,949	382	1,261	232	3,148	1,699
South Dakota	2,233	986	40	37	5	4
Tennessee	47,116	13,959	10,678	3,837	2,940	2,131
Wisconsin	12,462	3,009	1,120	190	205	146
Total	**297,652**	**147,698**	**67,918**	**30,597**	**49,438**	**31,818**
PAD District 3						
Alabama	28,584	36,147	6,183	16,124	2,154	14,986
Arkansas	12,167	14,225	33,074	3,695	8,455	8,318
Louisiana	6,993	8,853	25,707	11,874	24,249	33,638
Mississippi	10,512	21,366	15,308	10,455	5,516	7,014
New Mexico	16,069	11,795	23,981	7,336	24,487	12,649
Texas	44,277	25,990	98,620	99,974	58,376	35,393
Total	**118,602**	**118,376**	**202,872**	**149,458**	**123,237**	**116,998**
PAD District 4						
Colorado	2,333	1,068	735	484	55	91
Idaho	71	180	159	58	55	29
Montana	436	490	14	249	5	-
Utah	452	155	879	207	133	452
Wyoming	384	51	307	38	291	123
Total	**3,675**	**1,944**	**2,093**	**1,035**	**539**	**696**
PAD District 5						
Alaska	47	9	113	68,292	26	1
Arizona	140	45	92	262	475	453
California	3,214	2,515	15,594	1,542	19,487	2,476
Hawaii	—	0	58	40	—	2
Nevada	2,097	583	204	64	32	44
Oregon	1,802	296	1,146	100	30	7
Washington	3,800	685	9,101	711	40,448	8,885
Total	**11,099**	**4,133**	**26,308**	**71,011**	**60,498**	**11,867**
U.S. Total	**862,573**	**641,742**	**367,218**	**307,704**	**254,491**	**173,859**

...By End Use

(Add 000 gal.)

N.B.: In 1985, EIA began publishing two sets of product tables, one for sales, the other for deliveries. Both are based on the same raw data. The sales tables reflect the questionnaire totals; the deliveries tables are adjustments to correlate them with other industry data. EIA's original objective was to switch to the sales tables and drop the deliveries tables. However, because of statistical disparities, this switch-over has been delayed indefinitely. The data on these pages are the deliveries tables and are compatible with prior NPN Factbook summaries even though the latter were then labelled "sales".

Destination	Farm		All Other		Total	
	1985	1986	1985	1986	1985	1986
PAD District 1						
New England States						
Connecticut	63	1	253	1,028	13,560	11,944
Maine	121	273	267	76	19,834	14,240
Massachusetts	5	5	175	345	14,034	17,600
New Hampshire	22	10	68	111	17,170	8,097
Rhode Island	1	0	7	43	2,574	3,583
Vermont	137	312	277	258	10,983	8,097
Central Atlantic States						
Delaware	44	23	16	23	13,413	7,209
District of Columbia	—	—	27	14	1,293	278
Maryland	102	85	555	690	23,731	19,927
New Jersey	33	14	6,876	8,915	26,729	26,043
New York	952	1,022	21,384	11,849	101,260	65,192
Pennsylvania	906	1,787	1,495	2,058	67,715	81,207
Lower Atlantic States						
Florida	107	65	11,203	591	48,163	30,659
Georgia	345	621	390	252	6,995	7,198
North Carolina	4,506	3,633	1,162	901	90,907	83,933
South Carolina	96	478	918	797	28,257	25,154
Virginia	2,261	651	457	2,382	76,747	59,800
West Virginia	334	226	701	720	13,253	12,503
Total	**10,034**	**9,208**	**46,232**	**31,052**	**576,618**	**482,664**
PAD District 2						
Illinois	835	685	948	174	48,209	17,164
Indiana	2,001	2,921	2,131	390	46,676	30,998
Iowa	1,796	1,559	72	43	9,917	4,882
Kansas	1,010	1,002	166	902	3,641	3,167
Kentucky	5,651	2,311	10,622	175	96,282	46,103
Michigan	973	643	518	55	32,384	17,769
Minnesota	1,390	1,151	31	148	11,738	5,248
Missouri	231	31	241	225	9,540	3,197
Nebraska	1,227	1,733	85	17	4,698	7,133
North Dakota	24	322	5	1	951	675
Ohio	3,745	3,467	7,675	995	109,192	66,388
Oklahoma	138	362	809	573	7,304	3,247
South Dakota	308	476	8	5	2,594	1,508
Tennessee	644	91	9,369	225	70,746	20,244
Wisconsin	1,137	686	7	2	14,930	4,032
Total	**21,108**	**17,442**	**32,688**	**3,930**	**468,804**	**231,756**
PAD District 3						
Alabama	490	419	4,968	5,522	42,379	73,198
Arkansas	2,153	1,206	5,635	1,649	61,485	29,093
Louisiana	798	2,047	15,912	71,214	73,659	127,626
Mississippi	1,187	9,201	1,326	270	33,849	48,305
New Mexico	3,240	567	7,281	6,206	75,057	38,553
Texas	10,933	7,338	93,565	214,459	305,772	383,154
Total	**18,801**	**20,779**	**128,687**	**299,320**	**592,200**	**699,930**
PAD District 4						
Colorado	1,254	291	5	321	4,381	2,255
Idaho	51	18	8	6	344	292
Montana	7	52	7	2	469	793
Utah	28	12	—	26	1,492	851
Wyoming	19	22	1	68	1,000	303
Total	**1,358**	**396**	**20**	**423**	**7,686**	**4,494**
PAD District 5						
Alaska	0	0	137	49	322	68,351
Arizona	8	2	9	1	724	762
California	1,980	91	230	108	40,505	6,732
Hawaii	—	0	10	1	68	43
Nevada	5	3	5	14	2,342	708
Oregon	25	15	4	3	3,006	421
Washington	113	12	119	8	53,581	10,302
Total	**2,132**	**123**	**512**	**183**	**100,548**	**87,318**
U.S. Total	**53,434**	**47,948**	**208,139**	**334,908**	**1,745,856**	**1,506,162**

Source: Energy Information Administration, Petroleum Marketing Monthly, July 1987

Residual Fuel Oil Deliveries in 1986...

(Add 000 gal.)

	Commercial		Industrial		Oil Company		Electric Utility	
Destination	1985	1986	1985	1986	1985	1986	1985	1986
PAD District 1								
New England States								
Connecticut	51,059	42,735	65,893	61,826	887	18	858,843	492,896
Maine	31,608	38,903	103,419	184,305	175	14	18,793	172,921
Massachusetts	95,972	91,246	254,382	361,232	—	—	861,009	1,537,091
New Hampshire	2,636	13,900	31,124	52,626	—	—	—	157,651
Rhode Island	16,772	30,396	29,586	30,614	—	—	4,959	44,017
Vermont	718	3,598	2,849	8,937	—	—	—	—
Central Atlantic States								
Delaware	2,142	4,190	19,547	6,065	—	12,524	25,065	51,886
District of Columbia	8,701	26,639	24	—	—	—	—	—
Maryland	7,665	23,105	27,096	23,844	3,540	1,433	169,228	179,662
New Jersey	95,090	72,365	133,733	121,092	13,635	5,150	894,173	925,289
New York	507,016	531,542	166,012	158,769	1,661	1,044	1,411,672	2,051,424
Pennsylvania	42,980	25,192	55,117	101,060	24,348	34,920	342,773	513,833
Lower Atlantic States								
Florida	65,982	74,526	190,317	100,130	156	529	825,493	1,638,824
Georgia	14,231	27,679	314,941	41,221	395	77	757	4,809
North Carolina	9,787	6,414	175,570	157,469	—	1,051	—	5,410
South Carolina	2,421	877	67,721	45,909	86	937	—	7,152
Virginia	13,475	25,981	97,974	99,644	1,076	1,297	74,002	128,130
West Virginia	153	248	22,704	26,701	6,620	4,535	—	19
Total	**968,408**	**1,039,537**	**1,758,007**	**1,581,444**	**52,577**	**63,530**	**5,486,768**	**7,911,014**
PAD District 2								
Illinois	18,033	45,170	51,481	65,546	127,735	95,579	1,025	98,833
Indiana	20,446	12,335	37,062	104,498	137,160	98,794	25	—
Iowa	54	1,958	7,471	23,822	—	—	—	8
Kansas	—	440	2,560	19,061	826	4,472	528	—
Kentucky	40	1,610	16,895	24,006	15,783	11,901	—	—
Michigan	14,444	11,673	101,644	108,530	14,840	10,075	2,228	43,893
Minnesota	11,747	15,579	15,267	61,919	10,036	11,387	8,073	140
Missouri	6,350	6,533	29,187	19,021	—	—	1,262	9,224
Nebraska	—	—	1,697	9,892	—	—	—	—
North Dakota	3,387	3,961	11,353	5,139	11,513	8,693	116	522
Ohio	4,388	8,120	81,504	85,857	17,470	19,075	228	3,515
Oklahoma	—	—	10,668	19,152	410	437	—	—
South Dakota	987	358	849	2,620	—	—	—	—
Tennessee	5,138	6,528	23,232	21,924	—	—	—	—
Wisconsin	5,602	12,798	2,260	29,751	6,077	5,627	—	—
Total	**90,615**	**127,064**	**393,131**	**600,739**	**341,850**	**266,041**	**13,486**	**156,135**
PAD District 3								
Alabama	75,582	171,254	13,998	170,639	63	—	—	1,869
Arkansas	—	1,062	106,908	268,661	—	—	—	639
Louisiana	84,689	70,937	784,870	518,760	2,220	12,916	136,123	172,403
Mississippi	1,584	27,837	13,151	377,768	—	898	1,365	73,925
New Mexico	530	—	114,871	67,879	—	182	327	723
Texas	37,139	75,964	588,647	327,488	98,289	40,600	12,481	129,116
Total	**199,524**	**347,054**	**1,622,445**	**1,731,195**	**100,572**	**54,597**	**150,295**	**378,675**
PAD District 4								
Colorado	216	12,833	7,405	30,793	625	45	—	—
Idaho	5,086	571	12,296	3,005	—	—	—	—
Montana	25,428	6,611	1,100	1,482	—	—	—	68
Utah	9,120	7,514	44,412	21,033	28,411	34,214	—	—
Wyoming	13,946	19,342	1,175	5,036	26,045	6,419	—	—
Total	**53,796**	**46,871**	**66,389**	**61,438**	**55,081**	**40,678**	**—**	**68**
PAD District 5								
Alaska	—	53,499	36,677	84,920	—	7,418	—	474
Arizona	2	—	436	1,237	—	—	—	—
California	502	31,181	39,760	151,451	210,941	297,853	53,660	170,059
Hawaii	296	2,170	2,705	9,103	9,886	23,356	479,458	410,745
Nevada	362	454	1,259	3,108	0	710	—	13,874
Oregon	2,715	10,644	21,034	69,203	1,116	528	—	—
Washington	10,649	4,531	69,519	198,645	3,996	11,324	319	565
Total	**14,527**	**102,479**	**171,389**	**517,667**	**225,940**	**341,188**	**533,436**	**595,717**
U.S. Total	**1,326,870**	**1,663,005**	**4,011,361**	**4,492,393**	**776,019**	**766,034**	**6,183,985**	**9,041,608**

...By End Use

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Destination	Railroad		Vessel Bunkering		Military		All Other		Total	
	1985	1986	1985	1936	1985	1986	1985	1986	1985	1986
PAD District 1										
New England States										
Connecticut	—	—	5,523	392	1,027	1,555	157	—	983,388	599,422
Maine	—	135	840	1,739	—	182	—	—	154,834	398,198
Massachusetts	—	—	9,451	12,392	40,146	11,083	979	86	1,261,940	2,013,131
New Hampshire	—	—	—	27	—	3,756	—	—	33,760	227,959
Rhode Island	—	—	—	164	—	—	—	422	51,318	105,614
Vermont	—	—	—	—	—	—	143	—	3,710	12,535
Central Atlantic States										
Delaware	—	—	9,433	14,875	—	2,646	192	—	56,378	92,186
District of Columbia	—	—	—	—	12,673	6,111	—	—	21,398	32,750
Maryland	—	—	49,647	26,644	17,998	16,828	427	—	275,601	271,516
New Jersey	2,554	—	438,128	375,710	8,234	34,107	128	16,529	1,585,676	1,550,243
New York	—	—	27,760	39,898	12,535	3,248	1,159	892	2,127,815	2,786,818
Pennsylvania	1,143	10	84,504	121,510	1,228	3,127	314	—	552,407	799,652
Lower Atlantic States										
Florida	—	—	273,424	191,014	9,737	33,956	534	1,227	1,365,643	2,040,206
Georgia	—	—	40,889	17,553	90	2,272	758	—	372,060	93,611
North Carolina	—	—	3,788	2,812	217	1,960	1,190	423	190,553	175,540
South Carolina	—	—	23,439	15,007	1,799	3,734	90	—	95,556	73,616
Virginia	—	—	111,520	73,579	42,033	20,357	4,557	—	344,637	348,988
West Virginia	4	—	—	—	—	—	—	—	29,481	31,502
Total	**3,700**	**145**	**1,078,347**	**893,318**	**147,718**	**144,921**	**10,628**	**19,580**	**9,506,154**	**11,653,488**
PAD District 2										
Illinois	48	—	6,816	3,473	336	408	271	17	205,744	309,026
Indiana	23	—	1,128	1,907	39	382	2,031	543	197,914	218,459
Iowa	—	—	—	—	—	—	1,937	—	9,462	25,787
Kansas	—	22	—	—	—	—	88	—	4,002	23,994
Kentucky	—	—	—	—	—	—	—	—	32,718	37,518
Michigan	—	—	1,342	77	3,970	2,429	32	316	138,501	176,992
Minnesota	1,673	298	4,660	1,237	—	—	—	583	51,456	91,144
Missouri	—	—	995	—	711	2,114	133	20	38,638	36,913
Nebraska	—	7	—	—	—	—	1,542	225	3,239	10,124
North Dakota	—	83	—	—	—	—	321	1,268	26,690	19,666
Ohio	—	—	—	166	—	—	11,470	—	115,060	116,734
Oklahoma	—	—	—	—	—	—	9	—	11,088	19,589
South Dakota	—	—	—	—	—	—	—	—	1,836	2,978
Tennessee	—	—	—	—	—	—	—	1,027	28,370	29,479
Wisconsin	—	—	5,191	4,127	—	—	—	—	19,131	52,303
Total	**1,743**	**411**	**20,132**	**10,987**	**5,056**	**5,333**	**17,835**	**3,999**	**883,848**	**1,170,708**
PAD District 3										
Alabama	—	—	64,084	44,430	4,725	—	—	—	158,452	388,192
Arkansas	—	—	—	—	—	—	—	—	106,908	270,362
Louisiana	—	—	707,672	785,142	—	3,116	214,443	4,973	1,930,017	1,568,247
Mississippi	—	—	45,473	57,992	—	—	—	—	61,573	538,420
New Mexico	—	—	—	—	—	—	—	—	115,727	68,784
Texas	—	—	884,970	840,193	279	—	191,448	148,059	1,813,252	1,561,421
Total	—	—	**1,702,199**	**1,727,757**	**5,004**	**3,116**	**405,891**	**153,033**	**4,185,930**	**4,395,426**
PAD District 4										
Colorado	680	13	0	—	49	—	—	—	8,975	43,685
Idaho	—	—	—	—	—	—	—	—	17,382	3,575
Montana	—	—	—	—	5	—	349	267	26,883	8,427
Utah	—	—	—	—	—	—	—	—	81,942	62,760
Wyoming	40	—	—	—	—	—	1,481	2,921	42,688	33,719
Total	**720**	**13**	—	—	**54**	—	**1,831**	**3,188**	**177,870**	**152,166**
PAD District 5										
Alaska	—	—	947	6,030	—	—	—	62,906	37,623	215,247
Arizona	—	—	—	—	—	—	—	—	438	1,237
California	—	—	2,168,190	1,938,071	26,487	18,444	15,914	38,409	2,515,454	2,645,467
Hawaii	—	—	74,539	82,723	3,137	—	6,536	30,811	576,556	558,908
Nevada	—	—	—	—	—	253	—	154	1,621	18,554
Oregon	—	—	156,147	159,963	24	—	1,749	53	182,785	240,396
Washington	—	—	273,061	468,498	5,438	8,851	19	102	363,000	692,517
Total	—	—	**2,672,884**	**2,655,285**	**35,085**	**27,548**	**24,217**	**132,441**	**3,677,478**	**4,372,326**
U.S. Total	**6,193**	**569**	**5,473,562**	**5,287,347**	**192,918**	**180,918**	**460,402**	**312,241**	**18,431,280**	**21,744,114**

Source: Energy Information Administration, Petroleum Marketing Monthly, July, 1987.

Distillate Deliveries by Annual Uses

(Add 000 bbl.)

Year	Residential	Commercial	Industrial	Farm	Oil Company	Electric Utilities	Diesel	Other	Total
1986	173,686	102,217	63,907	80,477	17,857	14,628	467,280	143,688	1,063,740
1985	171,736	107,481	61,730	78,841	20,869	12,246	411,420	99,984	1,046,827
1984(a)	164,529	116,729	56,113	70,819	21,623	16,405	439,786	139,173	1,041,217
1983(a)	159,481	112,392	54,030	67,582	21,510	11,744	408,594	131,142	981,926
1982	180,760	75,669	71,340	68,453	29,482	12,134	375,124	164,253	974,864
1981	197,400	78,663	80,216	69,665	29,185	18,192	378,853	180,302	1,032,476
1980	227,261	92,136	86,089	73,615	24,205	31,812	377,136	176,355	1,086,709
1979	270,306	99,723	99,583	84,926	22,043	46,579	392,614	198,600	1,214,374

(a)In 1984, (as it did in 1979), Energy Information Administration revised some of its sampling procedures and adjusted some of the categories to reflect market volumes. Thus the 1984 and 1983 data are estimates and may not be truly comparable to 1982 and the preceding years. Also, see special caveat at the top of the preceding pages.

Residual Deliveries by Annual Uses

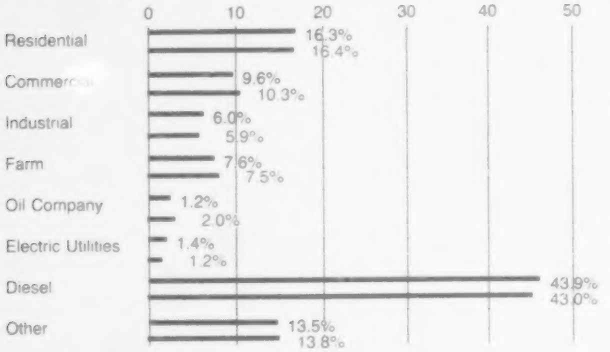
(Add 000 bbl.)

Year	Vessel Bunkering	Electric Utilities	Railroads	Oil Companies	Industrial	Commercial	Military	Other	Total
1986	125,889	215,276	14	18,239	106,962	35,595	4,308	7,434	517,717
1985	130,323	147,381	147	18,477	95,509	31,592	4,593	10,962	438,840
1984(a)	135,408	186,318	43	27,680	94,375	33,777	5,291	18,307	501,199
1983(a)	136,290	204,238	47	28,604	93,624	35,979	5,411	14,412	518,604
1982	152,586	227,419	170	45,319	122,619	65,781	7,829	4,784	626,510
1981	188,632	325,486	178	51,870	117,024	67,035	7,008	4,795	762,030
1980	213,131	390,105	665	59,519	163,564	98,034	8,066	4,382	937,[illegible]
1979	190,543	486,636	245	51,062	198,759	82,729	7,736	16,900	1,034,6[illegible]

(a)See Footnote (a) in distillate summaries above.

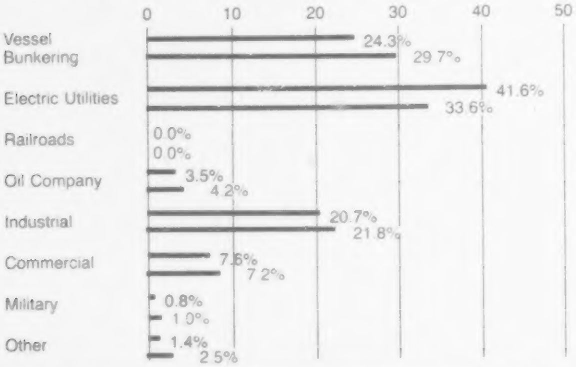
Distillate Deliveries by Use As Percent of Total

1986 = 1,063,740,000 bbl. 1985 = 1,046,827,000 bbl.



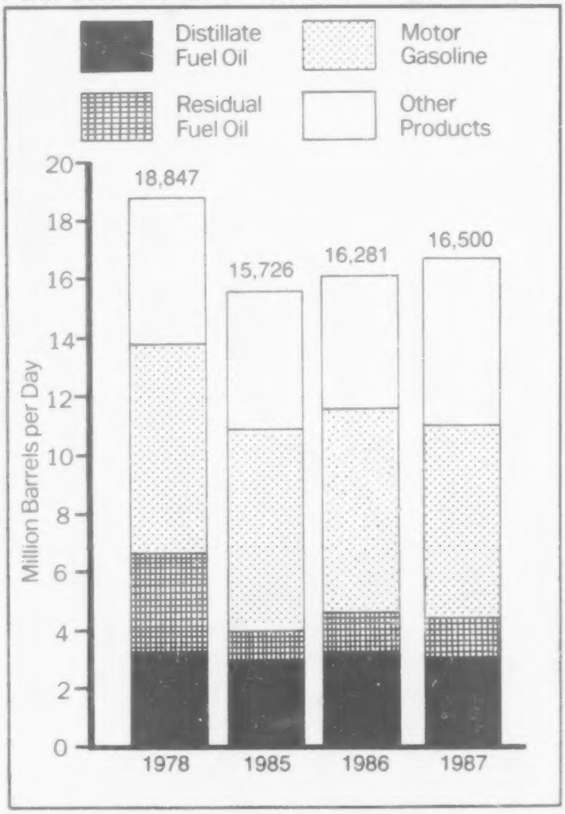
Residual Deliveries by Use As Percent of Total

1986 = 517,717,000 bbl. 1985 = 430,840,000 bbl.



Source: Energy Information Administration, Petroleum Marketing Monthly, July 1987.

Fuel Oil Demand vs. Other Products



N.B.—1978 was peak year of consumption for all products, including distillates and gasoline. Peaks for residual and other products at slightly higher levels came in 1979.

Source: Energy Information Administration data from Monthly Energy Review; Graph by NPN.

Industry Profiles—1987

Average Size of Business

	No. Residential Fuel Oil Accts	No. C/I Customers	Vol. Distillate	Vol. Residual	Vol. Gasoline	No. Employees
New England	1,763	283	2,033,881 gal.	I.D.	2,083,000 gal.	12.7
Mid-Atlantic	1,894	236	2,390,015	I.D.	2,658,333	15.2
South	1,046	117	1,802,860	1,283,333	2,347,727	9.6
Midwest	638	111	1,427,143	343,125	1,833,103	9.4
West	2,688	291	2,577,143	I.D.	1,433,333	12.9
All Sections	**1,606**	**208**	**2,046,208**	**542,153**	**2,071,099**	**12.0**

I.D.—Insufficient Data

Petroleum Products Sold (% of Total Volume)

	No. 2	No. 1	No. 4	No. 5 & 6
New England	79.1%	4.1%	*	*
Mid-Atlantic	60.8	5.2	1.3	0.9
South	46.9	11.8	1.7	3.2
Midwest	42.9	8.7	*	*
West	55.4	1.9	*	1.0
All Sections	**57.0%**	**6.3%**	**0.6%**	**1.0%**

	No. 2 for Diesel	Gasoline	LPG/LNG	Other
New England	5.5%	3.0%	3.4%	0.8%
Mid-Atlantic	12.8	15.3	1.6	*
South	10.3	23.8	*	*
Midwest	17.7	29.5	*	*
West	26.3	16.3	*	*
All Sections	**14.5%**	**17.6%**	**1.0%**	**0.2%**

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*Less than 1%

Percent of Dealers That Sell, Install and Service Equipment

	Residential				
	Oil Burners	Gas Burners	Domestic Hot Water	Boilers	Hydronic Systems
New England	97.5%	10.0%	87.5%	62.5%	75.0%
Mid-Atlantic	100	41.4	79.3	69.0	69.0
South	80.0	80.0	60.0	20.0	40.0
Midwest	90.9	45.4	54.5	45.4	45.4
West	100	22.2	55.6	44.4	22.2
All Sections	**93.7%**	**39.8%**	**67.4%**	**48.3%**	**50.3%**

	Commercial/Industrial				
	Oil Burners	Gas Burners	Domestic Hot Water	Boilers	Hydronic Systems
New England	72.5%	25.0%	52.5%	42.5%	30.0%
Mid-Atlantic	72.4	34.5	51.7	62.1	44.8
South	60.0	20.0	10.0	10.0	10.0
Midwest	63.6	27.3	18.2	9.1	9.1
West	55.6	33.3	22.2	44.4	22.2
All Sections	**64.8%**	**28.0%**	**30.9%**	**33.6%**	**23.2%**

The Service Department—A Bird's Eye View

	Have Service Depts.	Average No. Calls per Year	Value of Parts/Inventory	Service Dept. Profitable	No. of Technicians	No. of Service Vans
New England	87.0%	1,385	$26,132	40.0%	3.8	4.0
Mid-Atlantic	63.6	2,575	18,562	42.9	5.5	5.0
South	45.0	1,134	15,500	55.6	2.5	2.5
Midwest	32.6	742	12,167	60.0	2.3	2.2
West	60.0	1,978	9,300	55.6	3.9	3.6
All Sections	**57.6%**	**1,563**	**$16,332**	**50.8%**	**3.6**	**3.5**

Annual Sales by Types of Customer

(% of total customers served)

	Homes	Apts.	Educ.	Hospitals	Commercial	Industrial
New England	85.0%	3.7%	0.6%	1.7%	5.9%	1.7%
Mid-Atlantic	79.8	4.5	0.6	0.2	10.0	3.7
South	66.3	2.7	1.8	1.5	11.9	9.2
Midwest	79.2	1.4	1.0	1.2	12.3	2.5
West	71.8	4.5	1.0	1.0	17.7	1.0
All Sections	**76.4%**	**3.4%**	**1.0%**	**1.1%**	**11.6%**	**3.6%**

Electronic Data Applications

(% of marketers for listed applications)

	New England	Mid-Atlantic	South	Midwest	West	All Sections
Accounts receivable/billing	100.0%	88.5%	100.0%	89.3%	100.0%	95.6%
General ledger	90.3	76.9	72.7	82.1	90.0	82.4
Accounts payable	77.4	50.0	100.0	53.6	70.0	70.2
Inventory reconciliation	58.1	53.8	35.0	50.0	50.0	49.4
Payroll	51.6	38.5	35.0	50.0	40.0	43.0
Excise tax reporting	38.7	50.0	30.0	21.4	40.0	41.0
Scheduling of deliveries	71.0	57.7	10.0	46.4	40.0	40.0
Fixed asset management	41.9	30.8	25.0	32.1	40.0	34.0
Word processing	35.5	53.8	15.0	7.1	20.0	26.3
Pricing analysis	22.6	34.6	10.0	7.1	30.0	20.9
Tracking supplier costs	12.9	26.9	20.0	14.3	30.0	20.8
Oil price info. services	9.7	7.7	5.0	3.6	10.0	7.2
Communications with stations	6.5	11.5	*	*	20.0	7.6

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*Less than 1%

Trucks per Marketer

	Average No. Del. Trucks	Average No. Trailers	Average Size		Optimum Size Preferred
			Largest	Smallest	
New England	4.2	1.4	3,120	2,337	2,932
Mid-Atlantic	5.5	1.4	3,045	2,385	2,938
South	4.2	1.3	2,800	1,637	2,241
Midwest	2.9	1.8	2,167	1,806	2,127
West	6.1	0.8	3,034	1,800	2,600
All Sections	**4.6**	**1.3**	**2,833**	**1,993**	**2,568**

Truck Tanks by Type

	Use			Prefer	
	Steel	Alum.	Both	Steel	Alum.
New England	19.5%	24.4%	51.2%	19.5%	61.0%
Mid-Atlantic	29.5	25.0	36.4	18.2	63.6
South	60.0	5.0	35.0	35.0	50.0
Midwest	65.0	22.5	12.5	45.0	25.0
West	46.7	13.3	40.0	20.0	53.3
All Sections	**44.1%**	**18.0%**	**35.0%**	**27.5%**	**50.6%**

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*Less than .1%

Engines by Type

	Use			Prefer	
	Diesel	Gas	Both	Diesel	Gas
New England	43.9%	9.8%	46.3%	82.9%	7.3%
Mid-Atlantic	34.1	25.0	40.9	61.4	25.0
South	5.0	40.0	45.0	55.0	30.0
Midwest	13.0	54.3	32.6	37.0	39.1
West	26.7	6.7	66.7	53.3	27.3
All Sections	**24.5%**	**27.2%**	**46.3%**	**57.9%**	**25.7%**

Source: Fuel Oil News, a Hunter Energy-Network Publication.

Average Drop (Gal.)

	275 Gal. Tanks
New England	167.5
Mid-Atlantic	175.7
South	173.6
Midwest	181.8
West	174.8
All Sections	**174.7**

	550 Gal. Tanks
New England	348.1
Mid-Atlantic	350.6
South	355.5
Midwest	356.8
West	354.2
All Sections	**353.0**

% Operating Bulkplants

	% with Bulkplants	% with Bulkplants storing other products
New England	60.9%	60.7%
Mid-Atlantic	70.5	74.2
South	95.0	73.7
Midwest	91.3	78.6
West	66.7	90.0
All Sections	**76.9%**	**75.4%**

% Selling, Installing and Servicing Equipment

New England	89.1%
Mid-Atlantic	59.1
South	25.0
Midwest	34.8
West	46.7
All Sections	**50.9%**

% Losing Customers to Gas

	% Losing Customers	Average No. Cust. Lost
New England	65.8%	8.3
Mid-Atlantic	79.3	44.1
South	30.0	13.4
Midwest	100	7.5
West	46.7	23.4
All Sections	**64.4%**	**19.3**

% Trading on the Futures Market

New England	8.7%
Mid-Atlantic	15.9
South	15.0
Midwest	6.5
West	*
All Sections	**9.2%**

*Less than 1%

Industry Profiles

Average Number of Units Installed in 1987

	Residential			Commercial		
	Burners	Boliers	Furnaces	Burners	Boilers	Furnaces
New England	50.9	29.6	17.3	4.2	3.6	2.5
Mid-Atlantic	52.8	25.0	15.8	14.7	2.9	2.0
South	4.0	1.2	23.0	I.D.	I.D.	I.D.
Midwest	11.6	3.0	27.3	I.D.	I.D.	I.D.
West	70.3	3.2	25.2	9.5	6.0	4.0
All Sections	**37.9**	**12.4**	**21.7**	**9.5**	**4.2**	**2.8**

I.D.—Insufficient Data

Average Storage Capacity

	No. 2	Diesel	Gasoline	Lpg	Kerosene
New England	140,357 gals.	19,750 gals.	19,875 gals.	11,000 gals.	11,000 gals.
Mid Atlantic	188,000	59,800	71,567	12,167	20,455
South	35,447	30,000	31,778	I.D.	21,444
Midwest	48,857	20,000	40,462	42,130	34,600
West	98,000	I.D.	50,778	I.D.	I.D.
All Sections	**102,132 gals.**	**32,388 gals.**	**42,892 gals.**	**21,766 gals.**	**21,625 gals.**

I.D.—Insufficient Data

Average Gasoline Volume Per Station (Percent Reporting Such Capability)

	Less than 50,000/ Month	50-75,000/ Mo.	75-100,000/ Mo.
New England	I.D.	I.D.	I.D.
Mid-Atlantic	37.5%	37.5%	25.0%
South	71.4	28.6	*
Midwest	38.5	38.5	23.1
West	33.3	33.3	33.3
All Sectors	**45.2%**	**34.5%**	**20.4%**

*Less than 1%; I.D. Insufficient data

Percent of Dealers Using Additives

	Percent Using Additives	Blended at Bulkplant	Blended on Trucks	Blended in Customer Tanks
New England	32.6%	33.3%	53.3%	40.0%
Mid-Atlantic	43.2	31.6	57.9	10.5
South	40.0	44.4	*	55.6
Midwest	32.6	86.7	6.7	6.7
West	26.7	50.0	25.0	25.0
All Sections	**35.0%**	**49.2%**	**28.6%**	**27.6%**

*Less than 1%

Services Offered at Retail Outlets Operated by Dealers

	Check Cashing	Auto Service	Fast Food-Deli	TBA	Lottery Tickets	Beer Wine	Bakery Goods	Canned Goods	Cigarettes Soda
New England	I.D.	I.D.	I.D.	I.D.	I.D.	I.D.	I.D.	I.D.	I.D.
Mid-Atlantic	62.5%	25.0%	50.0%	25.0%	37.5%	37.5%	75.0%	62.5%	100%
South	75.0	75.0	75.0	75.0	25.0	50.0	50.0	75.0	100
Midwest	30.8	30.8	61.5	38.5	38.5	46.2	53.8	46.2	61.5
West	50.0	50.0	25.0	50.0	25.0	25.0	25.0	25.0	50.0
All Sectors	**54.6%**	**45.2%**	**52.9%**	**47.1%**	**31.5%**	**39.7%**	**51.0%**	**52.2%**	**77.9%**

*Less than 1%; I.D.—Insufficient data

Source: All data on the three pages dealing with Fuel Oil Profiles, Fuel Oil News, December 1987.

Top 10 Importers of Crude and Product

Company	Headquarters	Volume (000 b/d)	% of U.S. Total
CRUDE OIL AND PRODUCT			
Chevron	San Francisco	628	9.65%
Texaco	White Plains, N.Y.	461	7.08
Amerada Hess	New York	299	4.60
Shell	Houston, Tex.	287	4.41
Exxon	Houston, Tex.	280	4.30
Amoco	Chicago	271	4.16
Sun	Philadelphia	244	3.75
Standard Oil	Cleveland	232	3.56
Coastal Corp.	Houston, Tex.	229	3.52
Mobil	New York	229	3.52
Total Top 10		3,160	48.55
Total U.S.		6,509	
CRUDE OIL ONLY			
Chevron	San Francisco	596	12.85
Texaco	White Plains, N.Y.	414	8.92
Shell	Houston, Tex.	269	5.80
Amoco	Chicago	258	5.56
Standard Oil	Cleveland	231	4.98
Exxon	Houston, Tex.	200	4.31
Mobil	New York	198	4.27
U.S. Steel	Pittsburgh, Pa.	189	4.07
Citgo	Tulsa, Okla.	179	3.86
Sun	Philadelphia	179	3.86
Total Top 10		2,713	58.48
Total U.S.		4,639	
FINISHED MOTOR GASOLINE			
Amerada Hess	New York	42	9.84
Clarendon Mktg.	Stamford, Conn.	37	8.67
Vitol S.A.	Coral Gables, Fla.	32	7.49
Northville Indus.	Melville, N.Y.	31	7.26
Getty Petro.	Jericho, N.Y.	26	6.09
Coastal Corp.	Houston, Tex.	25	5.85%
Mobil	New York	23	5.39
Langham-Hill	Charlottesville, Va.	19	4.45
Bear Stearns	New York	16	3.75
Texaco	White Plains, N.Y.	15	3.51
Total Top 10		266	62.30
Total U.S.		427	

Source: Energy Information Administration, Petroleum Supply Monthly.

Company	Headquarters	Volume (000 b/d)	% of U.S. Total
DISTILLATES			
Amerada Hess	New York	51	21.25
Global Petro.	Waltham, Mass.	26	10.83
Clarendon Mktg.	Stamford, Conn.	14	5.83
Wyatt Inc.	New Haven, Conn.	14	5.83
Charter Oil	Jacksonville, Fla.	12	5.00
Northville Indus.	Melville, N.Y.	12	5.00
Transworld Oil	Houston, Tex.	10	4.17
George Warren	New York	10	4.17
Astroline	Long Beach, Calif.	8	3.33
Vitol S.A.	Coral Gables, Fla.	8	3.33
Total Top 10		165	68.75
Total U.S.		240	
RESIDUAL			
Amerada Hess	New York	121	21.88
Coastal Corp.	Houston, Tex.	76	13.74
Clarendon Mktg.	Stamford, Conn.	45	8.14
Sun	Philadelphia	33	5.97
Charter Oil	Jacksonville, Fla.	28	5.06
BP/Nor. America	New York	27	4.88
Scallop Petro.	New York	25	4.52
Clark Oil Trdg.	St. Louis, Mo.	20	3.62
Chevron	San Francisco	19	3.44
Carey Energy	New York	13	2.35
Total Top 10		407	73.60
Total U.S.		553	
JET FUELS			
Amerada Hess	New York	13	37.14
Texaco	White Plains, N.Y.	7	20.00
Mobil	New York	6	17.14
Western Petro.	Los Angeles	3	8.57
Defense Fuel Sup. Ctr.	Washington, D.C.	2	5.71
Chevron	San Francisco	1	2.86
Pacific Fuel Trdg.	Los Angeles	1	2.86
PanAm World A'ways	New York	1	2.85
Shell	Houston, Tex.	1	2.86
Astroline	Long Beach, Calif.	*	*
Total Top 10		35	100.0
Total U.S.		35	

*Less than 1,000 b/d.

U.S. Dependency on Crude and Product Imports

Net (imports minus exports) in thousands of b/d

	Net imports						Net imports as % of U.S. Petroleum products supplied		
	Total from All countries	From Arab OPEC Members	% from Arab OPEC	From all OPEC Members	% from All OPEC	U.S. Petroleum Products Supplied	Total from All countries	From Arab OPEC Members	From all OPEC Members
1987 Average	5,767	1,253	21.7%	2,986	51.8%	16,556	34.8%	7.6%	18.0%
1st Qtr.	5,042	1,067	21.2	2,551	50.6	16,334	30.8	6.5	15.6
2nd Qtr.	5,414	955	17.6	2,669	49.3	16,426	33.0	5.8	16.2
3rd Qtr.	6,571	1,478	22.5	3,540	53.9	16,619	39.5	8.9	21.3
4th Qtr.	6,023	1,505	25.0	3,172	52.7	16,830	35.8	8.9	18.8
1986 Average	5,439	1,160	21.3	2,828	52.0	16,281	33.4	7.1	17.4
1st Qtr.	4,177	845	20.2	2,086	49.9	16,183	25.8	5.2	12.9
2nd Qtr.	5,493	1,131	20.6	2,766	50.4	15,996	34.3	7.1	17.3
3rd Qtr.	6,310	1,359	21.5	3,337	52.9	16,282	38.8	8.3	20.5
4th Qtr.	5,749	1,300	22.6	3,105	54.0	16,656	34.5	7.8	18.6
1985 Average	4,286	470	11.0	1,821	42.5	15,726	27.3	3.0	11.6
1984 Average	4,715	817	17.3	2,037	43.2	15,726	30.0	5.2	13.0
1983 Average	4,312	630	14.6	1,843	42.7	15,231	28.3	4.1	12.1
1982 Average	4,298	852	19.8	2,136	49.7	15,296	28.1	5.6	14.0
1981 Average	5,401	1,844	34.1	3,315	61.4	16,058	33.6	11.5	20.6
1980 Average	6,385	2,549	39.9	4,293	67.2	17,056	37.3	14.9	25.2
1979 Average	7,985	3,054	38.2	5,633	70.5	18,513	43.1	16.5	30.4
1978 Average	8,002	2,962	37.0	5,747	71.8	18,847	42.5	15.7	30.5
1977 Average	8,565	3,184	37.2	6,190	72.3	18,431	46.5	17.3	33.6
1976 Average	7,090	2,423	34.2	5,063	71.4	17,461	40.6	13.9	29.0
1975 Average	5,846	1,382	23.6	3,599	61.2	16,322	35.8	8.5	22.0
1974 Average	5,892	752	12.8	3,277	55.6	16,653	35.4	4.5	19.7
1973 Average	6,025	914	15.2	2,991	49.6	17,038	34.8	5.3	17.3

Source: Energy Information Administration, Monthly Energy Review, December 1987, published April 1988.

Role of Imports in Domestic Demand

(Add 000 bbl.)

	Total Imports			Domestic Demand for Refined Products			
	Total(a)	b/d Avg.	% Change	Total	b/d Avg.	% Change	Imports as % of U.S. Demand
1987(b)	2,389,655	6,547	5.2%	6,024,325	16,505	1.4%	39.7%
1986	2,271,760	6,224	22.8	5,942,565	16,281	3.5	38.2
1985	1,849,455	5,067	(6.8)	5,739,990	15,726	—	32.2
1984	1,984,505	5,437	7.6	5,739,990	15,726	3.2	34.6
1983	1,843,615	5,051	(1.2)	5,559,315	15,231	(.04)	33.2
1982	1,866,245	5,113	(14.7)	5,583,040	15,296	(4.7)	33.4
1981	2,188,540	5,996	(13.2)	5,861,170	16,058	(5.9)	37.3
1980	2,521,785	6,909	(18.3)	6,225,440	17,056	(7.9)	40.5
1979	3,086,440	8,456	1.1	6,757,245	18,513	(1.8)	45.7
1977 (peak year)	3,214,555	8,807	20.1	6,727,315	18,431	5.3	47.8
1975	2,210,335	6,056	(0.9)	5,957,515	16,322	(2.0)	37.1
1973	2,283,493	6,256	32.0	6,317,303	17,308	5.7	36.1
1971	1,432,880	3,926	14.8	5,552,560	15,212	3.5	25.8
1970	1,248,062	3,419	8.0	5,364,473	14,697	4.0	23.3
1965	900,772	2,468	9.3	4,202,039	11,512	4.4	21.4
1960	664,111	1,815	2.0	3,585,820	9,797	2.8	18.5
1955	455,564	1,248	18.6	3,089,348	8,464	9.0	14.7
1950	310,261	850	31.8	2,392,974	6,556	13.0	13.0

(a) Crude oil and products but not crude for Strategic Petroleum Reserve; (b) Preliminary. Special note: Data for 1977 through 1985 are restated to reflect EIA information rather than other sources used in 1984.

Source: American Petroleum Institute, Basic Petroleum Data Book for 1950 through 1976; Energy Information Administration, Monthly Energy Review for 1977 through 1987.

Petroleum Products Imported

(Thousands of b/d)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1987												
Total Motor Gasoline	401	366	402	393	380	412	511	459	429	445	538	383
Leaded	27	22	34	10	21	37	69	22	51	26	75	27
Unleaded	293	281	309	352	327	348	378	338	332	322	399	291
Blending Components	81	63	59	30	32	27	63	98	46	97	64	65
Jet Fuel	33	60	55	40	26	31	34	22	45	22	31	22
Distillate Fuel Oil	197	229	251	185	201	248	378	215	217	222	180	354
Residual Fuel Oil	667	612	552	541	498	477	680	511	513	380	546	664
Other Petroleum Products(a)	502	687	616	557	570	733	585	657	762	711	671	711
1986												
Total Motor Gasoline	375	402	254	412	569	482	397	400	376	402	331	379
Leaded	57	77	27	71	147	81	37	30	46	49	49	37
Unleaded	276	257	197	220	324	311	300	273	257	273	231	282
Blending Components	43	68	30	121	99	90	59	97	73	80	52	59
Jet Fuel	27	35	29	43	54	85	121	85	60	38	59	48
Distillate Fuel Oil	325	169	217	147	149	169	313	370	262	243	254	339
Residual Fuel Oil	622	604	626	545	675	712	673	793	641	635	574	913
Other Petroleum Products(a)	751	498	597	607	703	765	711	661	720	691	759	610
1985												
Total Motor Gasoline	254	455	556	563	569	437	505	365	354	380	475	459
Leaded	75	109	215	177	133	197	75	57	62	132	109	145
Unleaded	128	239	266	317	347	200	351	248	252	192	301	241
Blending Components	50	107	75	69	89	41	79	60	40	56	64	73
Jet Fuel	68	38	47	17	30	35	51	13	34	55	42	37
Distillate Fuel Oil	272	143	156	253	197	152	95	81	222	262	280	287
Residual Fuel Oil	568	580	477	383	394	400	437	424	617	541	627	681
Other Petroleum Products(a)	538	591	651	698	856	717	659	720	587	645	693	671

(a) Includes kerosine, unfinished oils, motor gasoline blending components, liquefied petroleum gas and other oils.

Source: Energy Information Administration, Weekly Status Reports.

Crude and Product Imports by PAD (a) . . .

(Add 000 b/d)

PAD 1*

Net crude imports: 1,109,300 b/d.
Net product imports: 1,316,500 b/d.
Major Sources: Venezuela, Virgin Islands, Nigeria, United Kingdom
Leading importers: Amerada Hess, Texaco, Sun, Chevron

	1987	% Chng. '87 vs. '86	1986	1985	1984	1983
Finished gasoline	325	29%	251	298	254	214
Blending Components	40	—	43	48	46	14
Unfinished Oils	106	29%	82	64	54	88
Liquefied Petro. gases	38	—	36	24	19	12
Distillates	226	5%	216	177	251	154
Residual	516	(13%)	593	449	598	609
Other products	90	(2%)	92	99	122	67
Total products	1,335	13%	1,312	1,159	1,345	1,157
Crude oil	1,109	5%	1,056	977	944	817
Total crude oil and products	2,444	3%	2,368	2,137	2,289	1,974

*PAD 1 includes Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Maryland, West Virginia, Virginia, North and South Carolina, Georgia and Florida.

PAD 2*

Net crude imports: 841,690 b/d.
Net product imports: 75,920 b/d.
Major sources: Canada, Nigeria, Saudi Arabia and Mexico.
Leading importers: Koch, Ashland, Shell, Apex.

	1987	% Chng. '87 vs. '86	1986	1985	1984	1983
Finished gasoline	4	(2%)	5	12	4	6
Blending components	14	130%	1	(s)	(s)	4
Unfinished Oils	32	320%	0	8	10	11
Liquefied Petro. gases	76	(7%)	82	119	134	133
Distillates	8	—	8	7	8	8
Residual	6	50%	4	2	6	15
Other products	8	13%	7	8	15	5
Total products	101	(6%)	107	157	177	181
Crude oil	860	10%	781	590	499	530
Total crude oil and products	961	8%	888	746	676	711

*PAD 2 includes North and South Dakota, Nebraska, Kansas, Oklahoma, Minnesota, Iowa, Missouri, Wisconsin, Illinois, Michigan, Indiana, Ohio, Kentucky and Tennessee. (s) Less than 500 b/d.

PAD 3*

Net crude imports: 2,417,400 b/d.
Net product imports: 82,490 b/d.
Major Sources: Saudi Arabia, Mexico, Venezuela and Nigeria.
Leading importers: Chevron, Texaco, USX, Arco.

	1987	% Chng. '87 vs. '86	1986	1985	1984	1983
Finished gasoline	15	114%	7	20	18	4
Blending components	7	(2%)	9	6	13	11
Unfinished oils	169	11%	152	243	153	129
Liquefied Petro. gases	53	(85%)	98	18	13	19
Distillates	6	500%	1	2	3	6
Residual	25	(24%)	33	45	64	54
Other products	96	2%	94	74	90	43
Total products	372	(5%)	393	409	354	266
Crude oil	2,419	19%	2,037	1,419	1,747	1,734
Total crude oil and products	2,789	15%	2,430	1,827	2,101	2,000

*PAD 3 includes Alabama, Mississippi, Arkansas, Louisiana, Texas and New Mexico.

(a) The summaries at the top of each PAD are net figures for 1987, i.e. imports minus exports; the rest of the figures are total imports.

(Add 000 b/d)

PAD 4*
Net crude imports: 63,764 b/d.
Net product imports: 18,597 b/d.
Major source: Canada
Leading importers: Du Pont, Cenex, Exxon, Flying J.

	1987	% Chng. '87 vs. '86	1986	1985	1984	1983
Finished gasoline	19	850%	2	2	2	1
Blending components	0	—	(s)	0	0	(s)
Unfinished oils	0	—	0	0	0	2
Liquefied Petro. gases	12	—	12	15	15	12
Distillates	2	(33%)	2	4	4	1
Residual	0	—	(s)	(s)	(s)	1
Other products	2	(60%)	5	4	4	3
Total products	19	(10%)	21	25	24	21
Crude oil	64	19%	54	39	33	38
Total crude oil and products	83	11%	75	64	58	59

*PAD 4 includes Montana, Idaho, Wyoming, Utah and Colorado. (s) Less than 500 b/d.

PAD 5*
Net crude imports: 53,159 b/d.
Net product exports: 210,753 b/d.
Major sources: Indonesia, Canada, People's Republic of China.
Leading importers: Chevron, Shell, Pacific, Unocal.

	1987	% Chng. '87 vs. '86	1986	1985	1984	1983
Finished gasoline	21	(34%)	32	48	21	22
Blending components	14	(7%)	15	12	23	18
Unfinished oils	4	(20%)	5	2	13	5
Liquefied Petro. gases	9	31%	13	10	14	14
Distillates	3	(63%)	8	10	6	5
Residual	7	(65%)	20	13	13	21
Other products	14	(89%)	23	19	20	12
Total products	75	(36%)	117	116	111	97
Crude oil	189	4%	182	177	203	210
Total crude oil and products	264	(12%)	299	293	313	307

*PAD 5 includes Arizona, Nevada, California, Oregon, Washington, Alaska and Hawaii.

ALL PADS—U.S. Totals.
Net crude imports: 4,485,301 b/d.
Net product imports: 1,282,148 b/d.
Major sources } see related PAD tables in this section
Leading importers }

	1987	% Chng. '87 vs. '86	1986	1985	1984	1983
Finished gasoline	366	24	296	381	299	247
Blending components	61	(10)	68	67	83	47
Unfinished oils	280	17	239	318	231	234
Liquefied Petro. gases	181	(25)	241	187	195	190
Distillates	239	2	235	200	272	174
Residual	553	(15)	650	510	681	699
Other products	210	(5)	221	204	2,511	130
Total products	1,901	(3)	1,950	1,866	2,011	1,722
Crude oil	4,639	13	4,111	3,201	3,426	3,329
Total crude oil and products	6,541	8	6,061	5,067	5,437	5,051

(a) The summaries at the top of each PAD are net figures for 1987, i.e. imports minus exports; the rest of the figures are total imports.
Source: Energy Information Administration, Petroleum Supply Monthly, December 1987, published March 1988

World Oil Production by Area

(Add 000 bbl.)

Year	United States	Canada	Latin America	Western Europe	Middle East	Africa	Asia-Pacific	Total Free World	Communist Nations	Total World
1987	—	—	—	—	—	—	—	—	—	—
1986	3,168,252	537,280	2,190,000	1,395,030	4,639,150	1,819,890	1,176,760	14,926,362	5,402,730	20,329,092
1985	3,274,553	531,805	2,284,900	1,369,480	3,761,235	1,722,075	1,142,450	14,136,588	5,352,360	19,488,948
1984	3,249,696	516,426	2,315,682	1,331,874	4,128,114	1,713,978	1,164,978	14,420,748	5,332,620	19,753,368
1983	3,170,999	494,940	2,205,505	1,236,630	4,215,750	1,609,650	1,024,555	13,956,019	5,241,400	19,197,419
1982	3,156,715	452,965	2,255,355	1,085,145	4,581,480	1,622,790	961,410	14,116,160	5,278,995	19,395,155
1981	3,128,624	469,025	2,179,415	955,570	5,749,480	1,672,065	1,027,110	15,181,445	5,192,125	20,376,699
1980	3,146,365	521,184	2,036,058	893,406	6,735,498	2,226,378	1,000,278	16,559,304	5,206,350	21,760,880
1979	3,121,310	546,040	1,919,535	828,550	7,868,670	2,423,600	1,051,200	17,752,140	5,118,030	22,876,935
1978	3,175,927	483,260	1,736,427	643,149	7,884,927	2,233,791	1,037,520	17,195,001	4,963,250	22,158,251

Source: American Petroleum Institute Data Book, January 1988

World Crude Oil Reserves by Area

(Add 000 bbl.)

Year (a)	United States	Canada	Latin America	Middle East	Africa	Asia-Pacific	Western Europe	Total Free World	Communist Nations	Total World
1987	24,560,000	6,850,000	88,755,300	401,878,700	55,194,100	19,023,500	21,938,100	618,199,600	79,250,000	697,449,600
1986	28,416,000	6,500,000	84,242,400	398,075,710	56,734,050	18,885,800	26,412,600	619,196,500	81,370,000	700,566,560
1985	28,446,000	7,075,000	83,315,700	398,380,750	55,540,550	18,529,900	24,425,500	615,713,400	84,100,000	699,813,400
1984	27,735,000	6,730,000	81,675,900	370,100,800	56,970,000	18,969,400	23,019,940	585,137,600	84,600,000	669,737,600
1983	29,785,000	7,020,000	74,482,066	369,285,893	57,821,690	19,756,077	22,923,680	583,147,406	85,115,000	668,262,406
1982	29,426,000	7,300,000	64,982,270	362,839,950	56,171,630	19,150,800	24,634,500	584,505,150	85,845,000	670,350,150
1981	29,805,000	6,400,000	69,489,837	362,071,000	55,148,375	19,630,500	23,085,000	565,629,712	86,300,000	651,929,712
1980	27,051,289	6,800,000	56,472,500	361,947,300	57,072,100	19,355,200	23,476,400	522,174,789	90,000,000	642,174,789
1979	27,803,760	6,860,000	41,246,500	369,996,000	57,892,125	20,007,200	23,966,000	547,771,585	94,000,000	641,771,585

(a) As of Jan. 1 of each year.

Source: American Petroluem Institute Data Book, January 1988.

World Crude Oil Refining Capacity by Area

(barrels per day)

Year	United States	Other Western Hemisphere	Total Western Hemisphere	Middle East	Africa	Asia-Pacific	Europe	Total Free World	Sino Soviet Bloc	Total World
1987	—	—	—	—	—	—	—	—	—	—
1986	15,458,946	8,613,690	24,072,639	4,274,255	2,520,403	10,111,652	14,071,507	55,050,453	17,500,000	72,550,453
1985	15,658,769	9,457,706	24,857,706	4,052,673	2,447,156	10,393,562	15,654,622	57,664,488	17,500,000	75,164,488
1984	16,137,141	9,590,962	25,520,962	3,901,082	1,879,990	10,473,079	16,231,932	58,114,186	17,200,000	75,314,186
1983	16,859,337	9,873,616	26,773,153	3,685,333	1,822,105	10,902,204	17,124,989	60,327,784	16,873,000	77,200,784
1982	17,889,734	10,720,055	28,609,789	3,312,152	1,761,870	10,966,825	19,444,519	64,095,155	16,533,000	80,628,155
1981	18,620,520	10,716,881	29,337,401	3,729,646	1,697,658	10,554,691	20,205,799	65,524,895	16,036,500	81,561,395
1980	17,988,121	10,683,671	28,671,792	3,518,080	1,666,108	10,386,375	20,243,747	64,486,102	15,346,000	79,832,102
1979	17,440,885	10,273,030	27,713,915	3,546,029	1,667,608	10,284,966	20,328,614	63,541,132	14,748,000	78,289,132

Source: American Petroleum Institute Data Book, January 1988.

World Natural Gas Production by Area

(Add 000,000 cubic feet)

Year	United States	Canada	Latin America	Middle East	Africa	Asia-Pacific	Western Europe	Total Free World	Communist Nations	Total World
1986	—	—	—	—	—	—	—	—	—	—
1985	17,197,999	3,196,300	3,445,300	1,668,300	1,720,700	2,924,500	6,827,200	36,990,299	25,453,400	62,443,699
1984	18,299,638	2,651,800	3,451,800	1,533,400	1,629,100	2,530,700	6,795,400	36,821,838	23,272,100	60,093,938
1983	16,822,144	2,414,100	3,340,500	1,633,000	1,143,800	2,187,700	6,383,400	33,924,644	21,383,000	55,307,644
1982	18,519,675	2,546,100	3,091,500	1,799,700	1,168,900	2,176,600	6,142,100	35,424,575	20,258,000	55,682,575
1981	19,955,823	2,623,000	3,227,000	1,542,000	1,947,000	2,765,000	6,906,000	39,187,701	19,210,000	58,397,701
1980	20,179,724	2,668,300	3,297,500	1,221,300	884,700	2,558,400	6,668,700	37,677,687	21,069,900	58,747,587
1979	20,471,260	3,646,500	2,610,000	1,624,700	1,027,900	1,827,900	6,866,800	38,075,060	19,591,400	57,666,460
1978	19,974,033	3,128,056	2,012,912	1,579,478	1,117,416	1,469,154	6,649,855	35,930,904	15,818,398	51,749,302

Source: American Petroleum Institute Data Book, January 1988.

Crude Oil Reserves in 20 Leading Nations

(Annually as of Jan. 1)

	Reserves (Add 000 bbl.)		**% of Free World Reserves**		**% of Total World Reserves**	
Nation	**1987**	**1986**	**1987**	**1986**	**1987**	**1986**
Saudi Arabia(a)	166,573,900	169,000,000	26.9%	27.3%	23.9%	24.1%
Kuwait(a)	91,916,000	89,774,000	14.9	14.2	13.2	12.5
U.S.S.R.	59,000,000	61,000,000		—	8.5	8.7
Mexico	54,653,000	49,300,000	8.8	9.9	7.8	6.9
Iran	48,800,000	47,876,000	7.9	7.7	7.0	6.8
Iraq	47,100,000	44,110,000	7.6	7.1	6.8	6.3
Abu Dhabi	31,000,000	31,000,000	5.0	5.0	4.4	4.4
Venezuela	25,000,000	25,591,000	4.0	4.1	3.6	3.7
United States	24,560,000	28,416,000	4.0	4.6	3.5	4.1
Libya	21,300,000	21,300,000	3.4	3.4	3.1	3.0
China	18,400,000	18,420,000	3.0	3.0	2.6	2.6
Nigeria	16,000,000	16,600,000	2.6	2.7	2.3	2.3
Norway	10,500,000	10,900,000	1.7	1.8	1.5	1.6
United Kingdom	9,000,000	13,000,000	1.5	2.1	1.3	1.9
Algeria	8,800,000	8,820,000	1.4	1.4	1.3	1.3
Indonesia	8,300,000	8,850,000	1.3	1.4	1.2	1.3
Canada	6,850,000	6,500,000	1.1	1.0	1.0	0.9
India	4,202,000	3,736,000	0.7	0.6	0.6	0.5
Oman	4,032,000	4,000,000	0.7	0.6	0.6	0.6
Egypt	3,600,000	3,850,000	0.6	0.6	0.5	0.6
Total Free World	**618,199,600**					
Total World	**697,449,600**					

(a) Saudi Arabia and Kuwait share the reserves in the Neutral Zone: these data are not included in their totals, however.
Source: American Petroleum Institute, Basic Data Book, Vol. 3, No. 3, September 1987; percentage relationships by NPN.

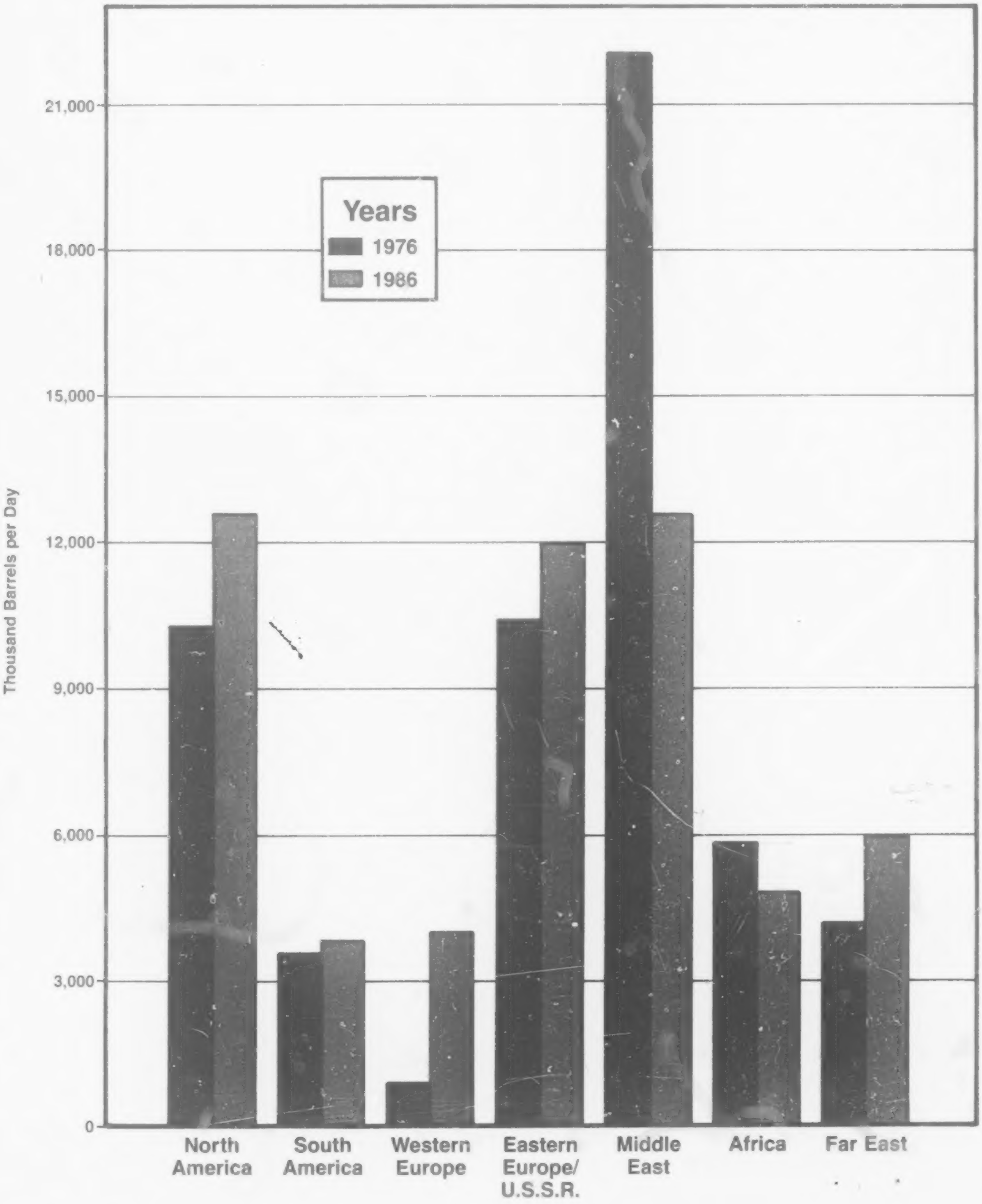
Crude Oil Production in 20 Leading Nations

(Annually as of Jan. 1)

	Production (Add 000 bbl. and b/d)				% of Free World Production		% of Total World Production	
	1986		1985					
Nation	Total	b/d	Total	b/d	1986	1985	1986	1985
U.S.S.R.	4,290,210	11,754	4,288,385	11,749	28.7%	—	21.1%	22.0%
United States(a)	3,168,252	8,680	3,274,553	8,971	22.2	23.2%	15.6	16.8
Saudi Arabia(b)	1,795,000	4,918	1,200,850	3,290	12.0	8.5	8.8	6.2
China	953,745	2,613	911,040	2,496	6.4	6.4	4.7	6.4
United Kingdom	915,420	2,508	924,545	2,533	6.1	6.5	4.5	4.7
Mexico	887,315	2,431	997,545	2,733	5.9	6.9	4.4	5.1
Iran	710,290	1,946	824,170	2,258	4.8	5.8	3.5	5.8
Iraq	626,340	1,716	524,505	1,437	4.2	3.7	3.1	3.7
Venezuela	575,240	1,576	591,665	1,621	3.9	4.2	2.8	4.2
Canada	537,280	1,472	531,805	1,457	3.6	3.8	2.6	3.8
Nigeria	533,265	1,461	534,360	1,464	3.6	3.8	2.6	3.8
Kuwait(b)	490,650	1,344	314,630	862	3.3	2.2	2.4	2.2
United Arab Emirates	485,815	1,331	418,290	1,146	3.3	3.0	2.3	3.0
Indonesia	461,360	1,264	450,775	1,235	3.1	3.2	2.3	3.2
Libya	415,005	1,137	390,185	1,069	2.8	2.8	2.0	2.8
Norway	306,965	841	286,525	785	2.1	2.0	1.5	2.0
Egypt	296,745	813	319,010	874	2.0	2.3	1.3	2.3
Algeria	244,915	671	235,425	645	1.6	1.7	1.2	1.7
India	228,125	625	224,475	615	1.5	1.6	1.1	1.6
Brazil	209,875	575	211,700	580	1.4	1.5	1.0	1.5
Total Free World	**14,926,362**	**40,894**	**14,136,588**	**38,730**	—	—	—	—
Total World	**20,329,092**	**55,696**	**19,488,948**	**53,394**	—	—	—	—

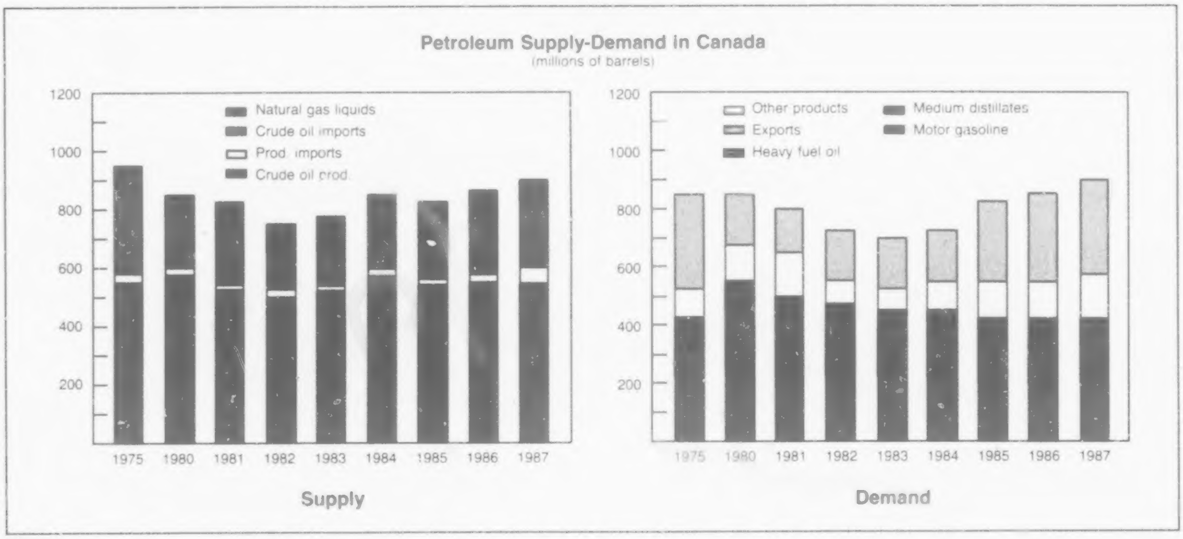
(a) Includes lease condensate; (b) Excludes Neutral Zone production, which Saudi Arabia and Kuwait share.
Source: American Petroleum Institute, Basis Data Book, Vol. 3, No. 3, September 1987; percentage relationships by NPN.

World Crude Oil Production, 1976 and 1986



Source: Energy Information Administration, International Energy Annual 1986, Published October 1987

Canadian Market On Stable Course



Petroleum Supply-Demand in Canada
(millions of barrels)

After some rocky years in the early 1980's, caused in part by government policy, Canada's petroleum industry is showing signs of renewed vigor, if not spectacular performance.

The latest Canadian data from Statistics Canada shows continued improvement in gasoline demand (up almost 5%) and middle distillates (up over 4%) in 1987 as compared to 1986. In the same period, crude oil production increased about 4%. And, although crude and product imports were up almost 15% in 1987, total exports exceeded imports by 19-million bbl. for the year.

Overall, refined product sales (see below), except for light fuels, are keeping pace with Canada's overall industry growth.

Refined Product Sales in 1987

(Cubic Meters)*

	Aviation Gas	Motor Gas	Aviation Turbine	Kerosene	Diesel	Light Fuel	Heavy Fuel	Lubes & Greases
Newfoundland	5,583	556,893	291,434	37,722	445,976	258,987	880,976	11,643
Prince Edward Island	2,611	170,837	5,504	12,445	51,078	137,354	29,560	2,169
Nova Scotia	1,773	1,115,833	168,463	66,398	631,086	816,296	851,415	22.364
New Brunswick	2,903	928,334	29,150	28,658	430,455	431,458	1,309,010	21,532
Quebec	22.412	6,863,148	953,436	175,559	2,651,501	2,110,343	1,634,606	158,087
Ontario	44,010	12,244,631	1,490,447	139,187	4,183,633	1,879,126	1,272,167	508,934
Manitoba	20,470	1,436,826	182,851	27,767	880,620	71,162	65,607	36,024
Alberta	17,825	4,423,910	672,346	34,825	2,731,446	58,513	33,668	116,120
British Columbia	38,629	3,534,507	711,498	59,815	2,365,192	360,192	813.031	103,109
Yukon	3,415	60,561	3,642	14,029	55,828	28,761	0	974
Saskatchewan and Northwest Territories (1)	17,599	1,888,785	149,330	122,475	1,299,040	138,090	62,202	48,414
Total 1987	**177,230**	**33,224,265**	**4,658,101**	**718,880**	**15,725,855**	**6,290,282**	**6,952,242**	**1,029,370**
Total revised 1986	**167,360**	**32,866,264**	**4,373,295**	**759,393**	**14,957,986**	**7,025,232**	**6,332,416**	**966,040**

(1) Combined for confidentiality reasons.
*Cubic meters × 6.2886 = barrels; also 1 barrel equals 42 U.S. gal.
Source: Statistics Canada

Canadian Oil Companies:

Company	Total branded retail outlets	Number of Provinces where marketed	BRANDED SERVICE STATIONS						
			Supplied directly	Supplied through jobbers & commission agents	Lessee/Dealer operated	Salary operated	Commission operated	Full-serve only	Self-serve only
Chevron Canada Ltd.	290	1	—	—	202	88	—	141	100
Esso Petroleum Canada (a)	3,050	12	2,000	1,050	2,650	100	300	2,345	700
Fas Gas Oil Ltd.	86	2	86	0	0	0	86	82	4
Federated Co-operatives Ltd.	358	4	358	0	—	338	12	300	58
Husky Oil Marketing Co.	344	6	311	33	344	0	0	258	81
Mohawk Oil Co. Ltd.	318	5	258	60	186	88	44	206	87
Petro-Canada Products	3,677	12	—	—	2,838	141	698	2,626	1,000
Shell Canada Ltd.	3,479(c)	12	2,254	1,051	2,661	183	461	2,638	597
Sunoco Inc.	631	3	631	0	—	—	—	—	—
Sunys Petroleum Inc.	253	2	248	5	108	2	143	215	38
Texaco Canada	1,818	10	—	—	928	0	890	1,218	580
Turbo Resources Ltd.	268	6	248	20	60	0	208	260	8
Ultramar Canada Inc.	1,373	6	—	—	1,373	—	—	1,163	182

(a) Did not respond; data is from 1986

(c) Includes Beaver—not a subsidiary, but Shell Canada's wholly-owned 'Pribrand' retail outlets.

(d) Includes terminals.

Brand Names of Gasoline and Motor Oils

Chevron Canada Ltd.

Gasoline	Motor Oil
Chevron (r,ur)	Chevron
Chevron Supreme (up)	

Esso Petroleum Canada

Gasoline	Motor Oil
Esso (r)	HD
Esso 2000 (ur)	HDX
Esso Extra Unleaded (up)	Protec Extra
	Protec Ultra

Fas Gas Oil Ltd.

Gasoline	Motor Oil
Fas Gas (r,ur,up)	Hi-Performance 5000
Bi-Lo (r,ur,up)	Hi-Performance 6000

Federated Co-operatives Ltd.

Gasoline	Motor Oil
Sonic (r,ur,p)	Sonic Silver
Tempo (r,ur,p)	Sonic Gold

Husky Oil Marketing Co.

Gasoline	Motor Oil
Husky (r,ur,up,d)	Husky Heavy Duty
	Husky Heavy Duty Special
	Husky Stratolube
	Husky Stratoplus
	Husky Superlube
	Husky Super Duty

Mohawk Oil Co. Ltd.

Gasoline	Motor Oil
Mohawk (r,ur,up)	Mohawk 10W30
Speedway (r,ur,up)	Mohawk Multigrade
Payless (r,ur,up)	Mohawk Premium
	Mohawk Heavy Duty Plus
	Duckhams
	Canadian Pride

Petro-Canada Products Inc.

Gasoline	Motor Oil
Leaded Regular Plus	Multi Motor Oil/Premium Turbo Tested M.O.
Unleaded Plus	Super Plus 15W40
The New 1 Super Unleaded	

Shell Canada Ltd.

Gasoline	Motor Oil
Shell (r,ur,up)	Shell X100
Beaver (r,ur,up)	Shell TLO

Sunoco, Inc.

Gasoline	Motor Oil
Sunoco Regular (r)	CAM2
Sunoco ½&½ Leaded (r,up)	
Sunoco Premium Leaded (r,up)	
Sunoco Regular Unleaded (ur)	
Sunoco ½&½ Unleaded (ur,up)	
Sunoco Premium Unleaded (up)	
Pronto (r,ur,up)	

Sunys Petroleum Inc.

Gasoline	Motor Oil
Sunys (r,ur,p)	Drive N Save
Sipco (r,ur,p)	Sunys
Econobec (r,ur,p)	
Cansave (r,ur,p)	

Texaco Canada Ltd.

Gasoline	Motor Oil
Texaco (r,ur,up)	Havoline Supreme
	Havoline
	URSA Super Plus Multi-grade
	URSA Super Plus Single-grade

Turbo Resources Ltd.

Gasoline	Motor Oil
Turbo	Flo-Rite
	Turbo
	Red Ram

Ultramar Canada Inc.

Gasoline	Motor Oil
Regular Leaded	Ultralube
Regular Unleaded	Ultralube Super
Unleaded Premium	Ultralube Super Plus

KEY

Gasoline:

(r) Regular

(p) Premium

(ur) Unleaded

(up) Unleaded Premium

Motor Oils: Brand names are listed lowest-price grade first.

How Distribution is Organized

	BRANDED JOBBERS/COMMISSION AGENTS				BULK PLANTS				TERMINALS			
		SELLING ...				COMPANY OPERATED ...				COMPANY OPERATED ...		
Full-serve/ Self-serve	Total	Gasoline only	Fuel Oil only	Gasoline and Fuel Oil	Total	Salary operated	Commission operated	Jobber operated	Total	Salary operated	Commission operated	Jobber operated
49	39	—	—	39	—	—	—	—	2	2	—	—
5	550	0	0	550	600	0	600	0	0	0	0	0
0	0	—	—	—	0	—	—	0	1	1	—	0
0	12	12	—	—	300	295	5	0	1	1	—	—
5	24	0	0	24	24	0	0	24	1	0	0	0
25	44	44	0	0	0	—	—	0	0	—	—	0
51	485	0	0	485	437	36	206	195	21	21	0	0
70	414	0	0	414	770(d)	25	410	6	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—
0	144	108	0	144	0	—	—	0	0	—	—	0
20	130	0	0	130	240	229	11	0	27	27	0	0
0	34	0	0	34	26	0	23	3	0	—	—	0
28	174	—	—	174	88	40	48	0	31	18	13	0

Branded Retail Outlets in Canada

Company	Total branded retail outlets	Number of Provinces	Newfoundland	Nova Scotia	New Brunswick	Quebec	Ontario	Prince Edward Island	Manitoba	Saskatchewan	Alberta	British Columbia	Northwest Territories	Yukon
Chevron Canada Ltd.	290	1	—	—	—	—	—	—	—	—	—	290	—	—
Esso Petroleum Canada (a)	3,050	12	—	—	—	—	—	—	—	—	—	—	—	—
Fas Gas Oil Ltd.	86	2	—	—	—	—	—	—	—	11	75	—	—	—
Federated Co-operatives Ltd.	358	4	—	—	—	—	—	—	60	220	50	28	—	—
Husky Oil Marketing Co.	344	6	—	—	—	—	47	—	29	43	127	90	—	8
Mohawk Oil Co. Ltd.	318	5	—	—	—	—	3	—	22	37	155	93	—	—
Petro-Canada Products	3,677	12	26	117	85	710	1,268	13	245	324	448	441(b)	—	—
Shell Canada Ltd.	3,479(c)	12	1	105	118	865	1,211	26	293	228	297	325	4	6
Sunoco Inc.	631	3	—	—	—	155	474	—	—	—	2	—	—	—
Sunys Petroleum Inc.	253	2	—	—	—	42	211	—	—	—	—	—	—	—
Texaco Canada	1,818	10	9	86	111	507	623	13	81	94	179	115	—	—
Turbo Resources Ltd.	268	6	—	—	—	—	1	—	16	62	150	37	2	—
Ultramar Canada Inc.	1,373	6	235	77	24	870	153	14	—	—	—	—	—	—

(a) Did not respond; data is from 1986.
(b) Includes outlets in Yukon and Northwest Territories.
(c) Includes Beaver—not a subsidiary but Shell Canada's wholly-owned 'Fribrand' retail outlets.

Gasoline Shares by Key Categories—1987

Three years ago, a new study on the Canadian retail gasoline market in 1984 was published by MPSI Americas, Inc., Tulsa, Okla., a company specializing in international computer software and information services along with market research and planning. Now, MPSI has released its latest study, covering the year 1987.

Figures for both 1987 and 1986 are shown in the table below to provide an overview of trends within the various gasoline marketing segments.

The study presents, on both a national and regional basis, market shares and percentages of outlets for conventional service stations, big gasoline pumpers, convenience stores that sell gasoline, plus a general category of "others" including car washes, garages and other facilities where gasoline is secondary.

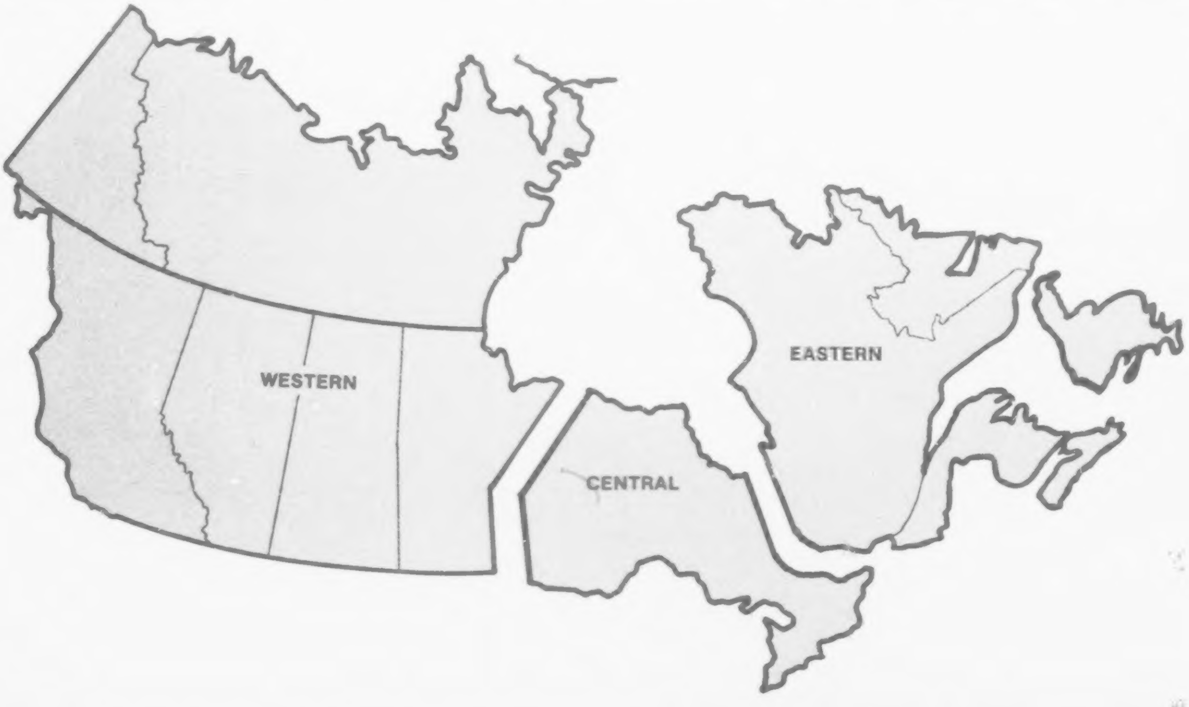
This study is concentrated primarily in the metropolitan areas of Canada, where most gasoline is marketed. It makes no attempt to count rural and highway vendors which, while important to the industry, do not add significantly to the overall consumption data.

This study continues to show the interesting disparities between the Canadian and U.S. retail markets (See the companion study of the U.S. market on p138). In particular, the phenomenal growth in combined gasoline/convenience store outlets in the U.S. has not been experienced yet in Canada, although the C-store numbers and market share are beginning to edge upward.

Regional and National Market Shares

	Service Stations		Pumpers		Convenience Food Stores		Others		Total	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
Eastern Region										
• % of Outlets	51.4	53.8	25.7	24.5	7.3	6.4	15.6	15.4	100.0	100.0
• % of Volume	47.0	48.4	39.7	39.2	6.0	5.5	7.3	6.9	100.0	100.0
• Avg. Monthly Volume (Liters)*	126,765	121,711	214,334	216,222	113,205	116,007	64.248	60,903	138,500	135,101
Central Region										
• % of Outlets	53.5	55.5	31.1	29.9	1.8	1.7	13.6	12.9	100.0	100.0
• % of Volume	49.2	51.1	43.6	41.8	1.3	1.2	5.9	5.9	100.0	100.0
• Avg. Monthly Volume (Liters)	189.228	182.389	289,135	277,598	141,957	139,750	89,500	90,169	205,846	198,173
Western Region										
• % of Outlets	40.8	44.5	40.6	36.8	5.6	4.6	13.0	14.1	100.0	100.0
• % of Volume	38.1	41.8	53.7	50.4	3.0	2.4	5.2	5.4	100.0	100.0
• Avg. Monthly Volume (Liters)	209.373	210,070	267,955	306.919	109,752	117.932	79,114	86.458	210,619	224.069
Total Canada										
• % of Outlets	49.3	52.1	31.7	29.7	4.8	4.1	14.2	14.1	100.0	100.0
• % of Volume	45.2	47.4	45.6	43.8	3.1	2.7	6.1	6.1	100.0	100.0
• Avg. Monthly Volume (Liters)	170,380	165,735	260,090	268,563	116.825	120,240	77,248	77,628	182.985	181,933

Source: MPSI Americas, Inc., Tulsa, Oklahoma.
*1 gal. = 3.78 Liters



Canadian Statistics

Motor Vehicle Registrations 1986

	Passenger Cars	Trucks	Buses	Motorcycles	Others	Total Vehicles	Trailers	Off-road Snowmobiles	Off-road Other	Licensed gasoline outlets
Newfoundland	176,351	77,693	2,081	10,576	6,491	273,192	30,274	61,301	9,826	..
Prince Edward Island	56,224	19,841	411	2,003	140	78,619	1,085	25	593	..
Nova Scotia	337,120	145,011	1,466	18,367	3,152	505,116	41,853	5,195	7,088	1,350
New Brunswick	286,037	121,462	..	11,393	7,590	426,482	54,585	..	..	1,399
Quebec	2,614,312	339,033	13,427	96,167	82,177	3,145,116	611,166	76,409	248,010	6,189
Ontario	4,244,200	946,145	25,661	144,643	6,628	5,367,277	918,699	237,806	53,943	7,478
Manitoba	527,485	213,434	171	17,838	19	758,947	92,349	31,269	207	..
Saskatchewan	388,671	268,628	4,213	7,301	443	669,256	105,271	7,301	14	..
Alberta	1,295,635	392,365	8,710	41,751	1,011	1,739,472	320,438	17,688	22,883	..
British Columbia	1,526,645	618,372	..	77,700	..	2,222,717	260,444	50,561	..	..
Yukon	7,510	12,454	196	726	..	20,886	4,360	517	..	..
Northwest Territories	17,124	1,218	140	1,670	79	20,231	5,320	..	549	..
Canada	**11,477,314**	**3,155,656**	**56,476**	**430,135**	**107,730**	**15,227,311**	**2,445,844**	**488,072**	**36,062**	**16,416**

Note: e estimated
"Off-road other" includes farm tractors, construction equipment etc.
.. figures not available

Automobiles Per Household 1987

estimates in thousands

	Households	Total Households with Vehicles	Households with automobiles: Total	1 auto	2 autos	3 or more autos	without autos	Vans or trucks: with 1	Households with 2 or more	Households without automobiles
Newfoundland	168	133	109	86	21	—	59	47	—	36
Prince Edward Island	43	38	36	26	9	—	7	12	—	5
Nova Scotia	313	257	238	179	52	7	75	74	7	56
New Brunswick	246	208	193	147	40	6	54	68	7	38
Quebec	2,530	2,003	1,910	1,410	437	62	620	319	26	526
Ontario	3,451	2,845	2,752	1,769	801	182	699	581	55	606
Manitoba	405	337	315	213	81	21	90	102	23	68
Saskatchewan	378	327	299	208	74	18	78	122	42	51
Alberta	872	778	714	462	194	58	159	269	69	94
British Columbia	1,149	1,003	920	635	229	56	228	356	44	146
Canada 1987	**9,556**	**7,929**	**7,487**	**5,134**	**1,938**	**414**	**2,069**	**1,950**	**276**	**1,627**

New Motor Vehicle Sales

	Total, new motor vehicles	Passenger cars	Comm. vehicles	Cars: North America	Cars: Japan	Cars: Other Countries(1)	Commercial Vehicles: North America	Commercial Vehicles: Other Countries(2)
1987	1,528,104	1,064,865	463,239	701,048	243,288	120,529	411,884	51,355
1986	1,515,920	1,095,313	420,607	761,169	203,304	130,840	368,423	52,184
1985	1,530,410	1,137,216	393,194	794,965	199,221	143,030	344,871	48,323

(1) Excludes Japanese and North American manufactured vehicles
(2) Excludes North American manufactured vehicles

Factory Sales of Auto Batteries

	1987	$	1986	$
Original Equipment	confidential	confidential	confidential	confidential
Replacement	2,817,031	124,951,446	2,555,068	100,023,895
Heavy-duty transport, motor coach, bus, diesel, starting batteries, for replacement	confidential	confidential	332,106	19,450,833

Drivers' Licenses 1986

	Operators (drivers & chauffeurs)	Temporary (instructor permits)
Newfoundland	287,862	7,224
Prince Edward Island	29,256	..
Nova Scotia	552,769	14,589
New Brunswick	422,428	23,701
Quebec	3,774,935	..
Ontario	5,817,799	..
Manitoba	623,406	..
Saskatchewan	649,989	26,150
Alberta	1,707,694	111,962
British Columbia	2,326,941	..
Yukon	20,667	1,021
Northwest Territories	12,349	1,061
Canada	**16,226,095**	**185,708**

Note: .. Figures not available.

Principal Heating Fuels in 1987

(000 Households)

	Oil	Piped Gas	Bottled Gas	Electricity	Other	Wood	Total Households
Newfoundland	54	—	—	70	—	45	168
Prince Edward Island	35	—	—	—	—	8	43
Nova Scotia	201	—	5	55	6	47	313
New Brunswick	92	—	—	104	—	48	246
Quebec	575	242	—	1,608	...	90	2,530
Ontario	641	2,028	22	679	...	76	3,451
Manitoba	25	226	5	137	—	12	405
Saskatchewan	40	294	9	21	—	10	378
Alberta	...	817	15	17	...	...	872
British Columbia	166	624	...	276	—	73	1,149
Canada	**1,840**	**4,231**	**65**	**2,967**	**39**	**414**	**9,556**

Note: Data from a sample survey only.
— amount too small
... figures not applicable
"Other" includes Coal and Coke.

LPG Sales by States and Uses—1986

(Add 000 gal.)

	Residential and Commercial	Industrial (a)	Engine Fuel	Utility Gas	Farm	Other (b)	Total (c) (d)
Alabama	125,768	12,656	14,606	0	21,446	233	175,072
Alaska	w	w	w	0	w	w	13,300
Arizona	57,283*	9,160*	10,573	0	3,980	w	82,649
Arkansas	121,083	4,166	9,167	0	32,258*	538*	167,503
California	256,801	259,909	115,853*	4,817	35,764	16,690*	766,324
Colorado	69,593	11,202*	5,396	0	2,451	835	89,478
Connecticut	28,803	11,640	1,995	w	754	319*	46,383
Delaware	21,163	w	4,012	0	1,940	2,124	33,084
Florida	328,669*	25,178	39,381	12,612	17,942	4,652	431,608
Georgia	181,892	18,922	16,920	w	49,903	3,886*	274,184
Hawaii	w	0	w	0	w	0	6,712
Idaho	14,791	6,862	5,941	0	2,474	650	30,718
Illinois	237,488	47,344	52,350	w	254,471	2,445*	764,188
Indiana	204,099	11,755	20,262	w	84,682	1,642*	329,913
Iowa	256,299	16,937	19,551*	0	292,817	401*	588,186
Kansas	94,785	31,727*	13,969*	w	32,965	943*	212,224
Kentucky	129,346	92,915*	11,192	228	6,636	228	270,554
Louisiana	55,816	21,551*	9,411	w	6,251	7,380*	896,539
Maine	26,126	10,479	2,064	w	1,114	w	42,465
Maryland & D.C.	38,907	11,047	3,196	0	3,421	2,217*	59,584
Massachusetts	58,262	9,423	5,574	w	274	839*	94,715
Michigan	395,192	60,174	39,224	52,396	50,265	98,001*	801,192
Minnesota	219,280	37,434	17,462	29	119,192	2,317*	397,852
Mississippi	89,298	13,960*	19,199	w	14,837	974*	147,132
Missouri	306,412	20,847*	21,765	w	33,359	1,008*	384,048
Montana	32,194	14,282	5,036	0	9,883	w	63,364
Nebraska	69,719	6,934	5,255	0	80,767	550*	163,284
Nevada	34,161	6,294*	2,763	0	1,480	1,196	45,898
New Hampshire	52,961	9,612	1,467	688	75	6,469	71,272
New Jersey	52,537	26,800	9,184	w	2,164	666*	207,911
New Mexico	52,720	3,412	9,220	w	3,903	856	71,050
New York	168,187	20,752	9,698	w	7,616	1,040*	208,275
North Carolina	162,973	37,011	15,272	w	89,522	4,286*	314,373
North Dakota	48,915	3,765	3,163	w	28,400	5,136	89,402
Ohio	270,125	46,839*	57,020	w	69,311	3,116*	520,397
Oklahoma	115,870	42,428	14,594	w	32,383	277*	280,609
Oregon	27,159	19,279*	19,362	0	5,171	689	71,896
Pennsylvania	101,835	45,900	17,237	0	19,624	1,948*	186,764*
Rhode Island	13,120	3,489	1,649	w	31	345*	24,500
South Carolina	85,909*	14,718	6,803	355	13,831	787	122,967
South Dakota	65,881	2,095	3,485	w	32,068	637	104,189
Tennessee	111,758	20,442	27,870	w	4,252	550*	166,793
Texas	348,126	128,894	76,427	33,439	72,125	12,922*	3,730,949
Utah	22,174*	5,749*	6,656*	w	1,920	w	48,993
Vermont	31,134	3,973	920	w	139	w	37,026
Virginia	78,466	32,160	5,079	w	19,154	5,762*	141,903
Washington	26,719	15,656*	35,203*	0	6,976	582	94,972
West Virginia	11,693	1,893	1,760	w	705	167	38,200
Wisconsin	239,955	24,344	19,195	w	61,017	1,998*	346,983
Wyoming	31,268*	17,031*	4,417*	w	2,197	614*	67,828
U.S. Total	**5,606,699**	**1,340,652**	**820,504**	**294,765**	**1,633,888**	**361,625**	**14,325,445**

* Propane only; butane withheld. ** Butane only, propane withheld. w-Data withheld to avoid disclosing reports for individual companies. These reports included in totals. (a) includes refinery fuel; (b) includes secondary recovery of petroleum and synthetic natural gas feedstock. (c) API data on LP-gas refinery inputs is used in determining LP-gas production/sales in preference to the volume reported by EIA. (d) includes chemical use.

Source: National LP Gas Assn./American Petroleum Institute

LPG Sales Trends in Recent Years (a)

Major Domestic Markets (Add 000,000 gal.)

	Total U.S. Sales		Residential-Commercial		Chemical		Internal Combustion		Industrial		Farm	
Year	Vol.	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change
1986	14,325	(5.0%)	5,607	(3.2%)	4,267	(0.9%)	821	(12.8%)	1,341	3.2%	1,634	(4.2%)
1985	15,080	(0.3)	5,794	11.4	4,307	4.8	942	1.0	1,299	(31.2)	1,706	2.6
1984	15,129	10.5	5,203	(14.6)	4,109	26.7	951	(30.2)	1,888	54.7	1,663	40.7
1983	13,688	(1.6)	6,090	(1.5)	3,244	(3.5)	1,362	9.8	1,220	(6.9)	1,183	(8.0)
1982	13,915	(3.3)	6,180	(2.1)	3,362	(3.2)	1,240	9.7	1,310	(5.0)	1,285	(12.1)
1981	14,395	(3.8)	6,310	(3.4)	3,474	(3.1)	1,130	3.6	1,380	(10.9)	1,463	(4.4)
1980	14,969	(8.9)	6,531	(4.9)	3,584	(11.3)	1,090	4.3	1,548	(20.2)	1,529	(15.4)
1979	16,432	9.4	6,871	1.2	4,043	12.7	1,045	5.5	1,940	44.8	1,764	—
This is as far back as the restated API/LPGA data go on sales trends. The figures below are Energy Information Administration data and are not essentially comparable to the restated data above. In the data below, the last column was for "all other uses" instead of farm consumption.												
1977	15,508	-3.2	7,169	-2.0	3,578	-12.4	1,145	-2.1	1,044	—	2,573	7.5
1975	15,200	-6.8	7,020	-2.9	4,172	-23.0	1,162	-11.3	1,082	1.2	1,763	38.3
1970	15,271	26.6	7,569	41.6	5,003	24.8	1,336	11.9	897	32.1	467	125.6
1965	11,434	33.7	5,346	26.5	4,008	54.6	1,194	33.0	679	13.9	207	-23.0
1960	8,579	40.1	4,225	50.8	2,593	36.5	898	37.7	596	13.7	269	9.3

(a) In 1984, Energy Information Administration suddenly terminated collection of LPG sales data for budgetary reasons. American Petroleum Institute, Liquefied Petroleum Gas Assn. and others began a cooperative effort to provide the missing data annually. The 1983 and 1984 data were published in March, 1986. The new information is based on EIA data, plus API and LPGA, and are restated for the years 1979 through 1984. Utility gas, refinery fuel and miscellaneous uses are included in U.S. totals but are not stated separately.

Source: National LP-Gas Assn., 1986 LP-Gas Market Facts, published 1987.

LPG Consumption Declines (Again) In 1986 After Big Spurt in '84

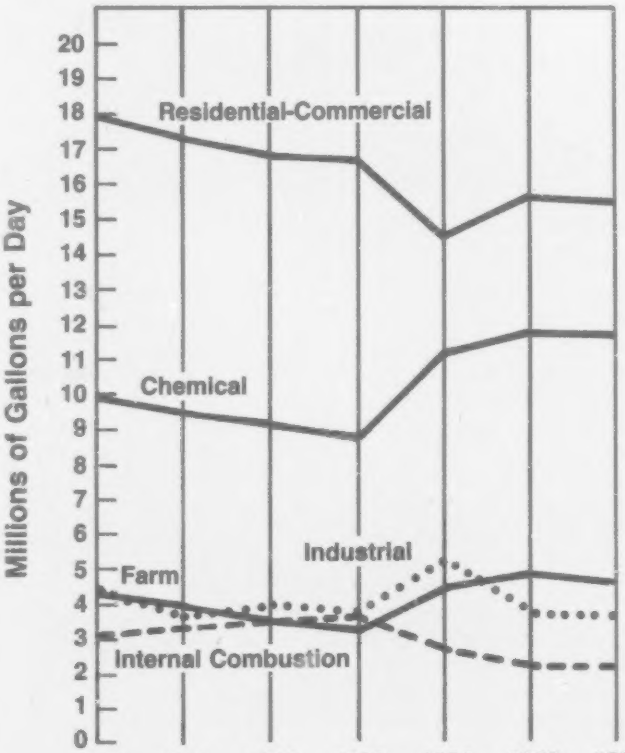
Sales of liquefied petroleum gas dropped 5% in 1986, resuming the downward trend that has been going on since 1979. Only in 1984 has there been an increase in recent years albeit a big one at that, a 10.5% leap upwards.

Only industrial usage showed an increase in 1986, a modest upturn of 3.2%. All the others were on the downside.

Residential-commercial demand, which is the highest of the various market places, slumped 3.2% in 1986 to a level of 5.6-billion gal. for the year or an average of 15.4-million gal./day. Chemical consumption was about even with 1985, although the actual percentage factor was on the negative side, 0.9%.

In the table above, LPG used in refineries is included in industrial consumption. Other secondary uses are lumped together in the U.S. total.

Principal Uses of LPG by Sector



Source: Graph by *NPN* based on Liquefied Petroleum Gas Assn./American Petroleum Institute data.

LPG Sales by States, 1979-86

(thousands of gallons)

	1980 (a)	1981 (a)	1982 (a)	1983 (a)	1984 (b)	1985 (b)	1986 (b)
Alabama	227,731	236,176	213,548	206,881	178,075	174,219	175,072
Alaska	21,897	21,925	36,139	24,783	w	14,889	13,300
Arizona	75,241	72,553	73,127	73,890	66,727	76,034	82,649
Arkansas	234,582	182,832	193,913	190,425	168,904	176,381	167,503
California	511,451	621,623	625,100	638,197	739,859	776,882	226,324
Colorado	218,505	194,561	225,710	167,763	103,705	105,256	89,478
Connecticut	57,593	61,695	59,244	54,967	51,282	51,680	46,383
Delaware	39,536	42,563	39,365	43,007	49,652	41,825	33,084
Florida	412,424	434,344	378,633	396,833	347,271	399,436	431,608
Georgia	298,846	324,803	283,259	288,293	263,364	291,335	274,184
Hawaii	33,010	27,108	37,757	23,140	w	6,296	6,712
Idaho	41,554	34,717	44,525	39,089	31,815	36,230	30,718
Illinois	727,808	655,106	613,051	624,976	794,996	788,693	764,188
Indiana	313,052	301,838	282,080	321,871	357,416	328,805	329,913
Iowa	385,266	357,245	408,322	441,185	528,416	591,080	588,186
Kansas	234,229	236,421	273,425	345,937	756,234	611,981	212,224
Kentucky	253,853	235,841	218,674	214,026	260,962	284,430	270,554
Louisiana	306,133	248,899	202,029	236,384	982,522	952,434	896,539
Maine	37,827	34,072	38,113	33,096	22,935	26,533	42,456
Maryland & D.C.	82,866	93,723	77,805	89,809	96,840	75,501	59,584
Massachusetts	88,995	121,024	105,076	88,042	65,990	71,752	94,715
Michigan	309,661	278,640	327,955	431,990	484,763	720,361	801,192
Minnesota	281,711	264,838	297,694	313,466	333,725	356,330	397,852
Mississippi	236,291	225,792	233,627	225,201	218,242	208,514	147,132
Missouri	465,742	407,099	455,980	411,025	340,805	372,837	384,048
Montana	79,987	54,940	77,359	62,941	49,258	61,597	63,384
Nebraska	179,335	166,829	180,572	156,875	149,236	176,763	163,284
Nevada	35,936	33,836	38,652	40,072	36,366	47,390	45,898
New Hampshire	59,892	56,732	64,583	59,096	50,017	64,713	71,272
New Jersey	139,002	141,364	124,038	111,901	264,907	232,104	207,911
New Mexico	152,380	108,945	154,427	158,873	153,130	140,102	71,050
New York	289,028	264,125	245,749	262,584	208,193	207,808	208,275
North Carolina	303,397	303,417	275,717	282,743	299,367	323,396	314,373
North Dakota	53,288	73,781	66,273	47,613	31,464	26,811	89,402
Ohio	1,001,818	955,760	867,725	662,365	504,464	603,114	520,397
Oklahoma	266,389	284,961	260,694	249,347	272,150	400,132	280,609
Oregon	63,949	70,612	64,582	68,683	60,694	67,666	71,896
Pennsylvania	288,386	248,850	222,533	225,533	239,876	228,144	186,764
Rhode Island	13,871	13,537	15,699	15,338	12,962	20,888	24,500
South Carolina	136,762	143,156	127,860	125,485	108,489	134,045	122,967
South Dakota	124,175	89,727	101,433	88,814	69,586	86,254	104,189
Tennessee	146,307	79,904	116,009	138,024	137,847	149,979	166,793
Texas	1,461,685	1,419,233	1,048,020	1,000,960	4,066,334	3,749,674	3,730,949
Utah	38,806	48,817	71,663	66,121	62,630	60,931	48,993
Vermont	31,127	33,823	41,955	38,814	28,321	33,848	37,026
Virginia	143,117	140,183	132,161	113,591	157,263	162,529	141,903
Washington	72,585	83,450	83,408	96,114	92,533	88,627	94,972
West Virginia	38,037	36,676	26,978	22,178	15,031	35,663	38,200
Wisconsin	283,529	259,668	280,861	337,044	364,777	361,689	346,983
Wyoming	88,686	93,247	120,004	88,071	75,340	76,241	67,828
Totals	**11,385,278**	**10,921,011**	**10,553,086**	**10,443,456**	**14,789,925**	**15,079,822**	**14,325,445**

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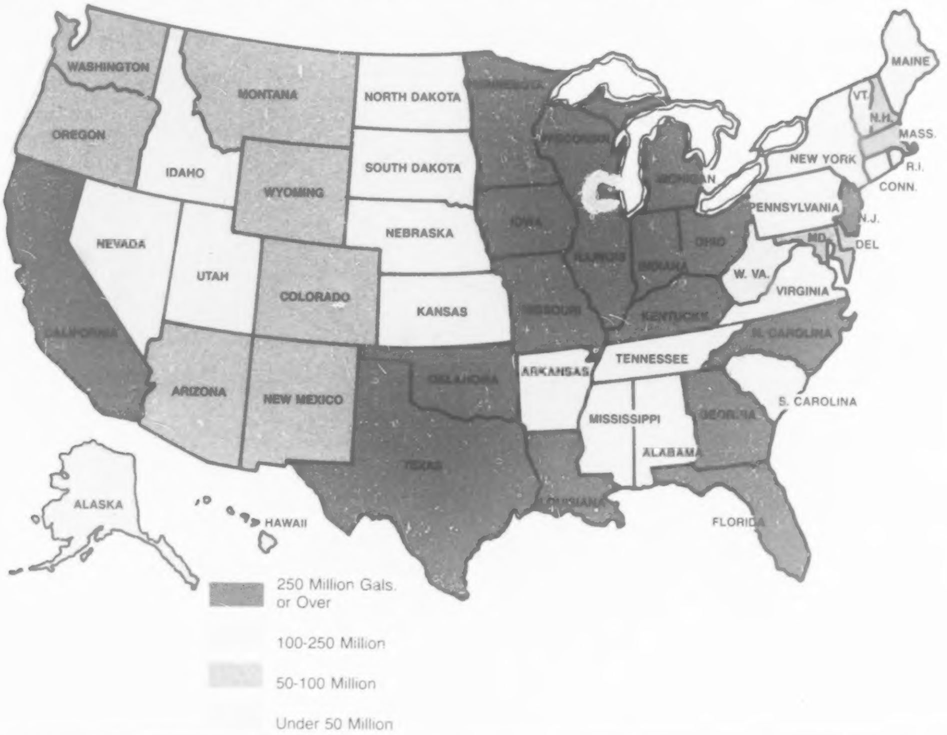
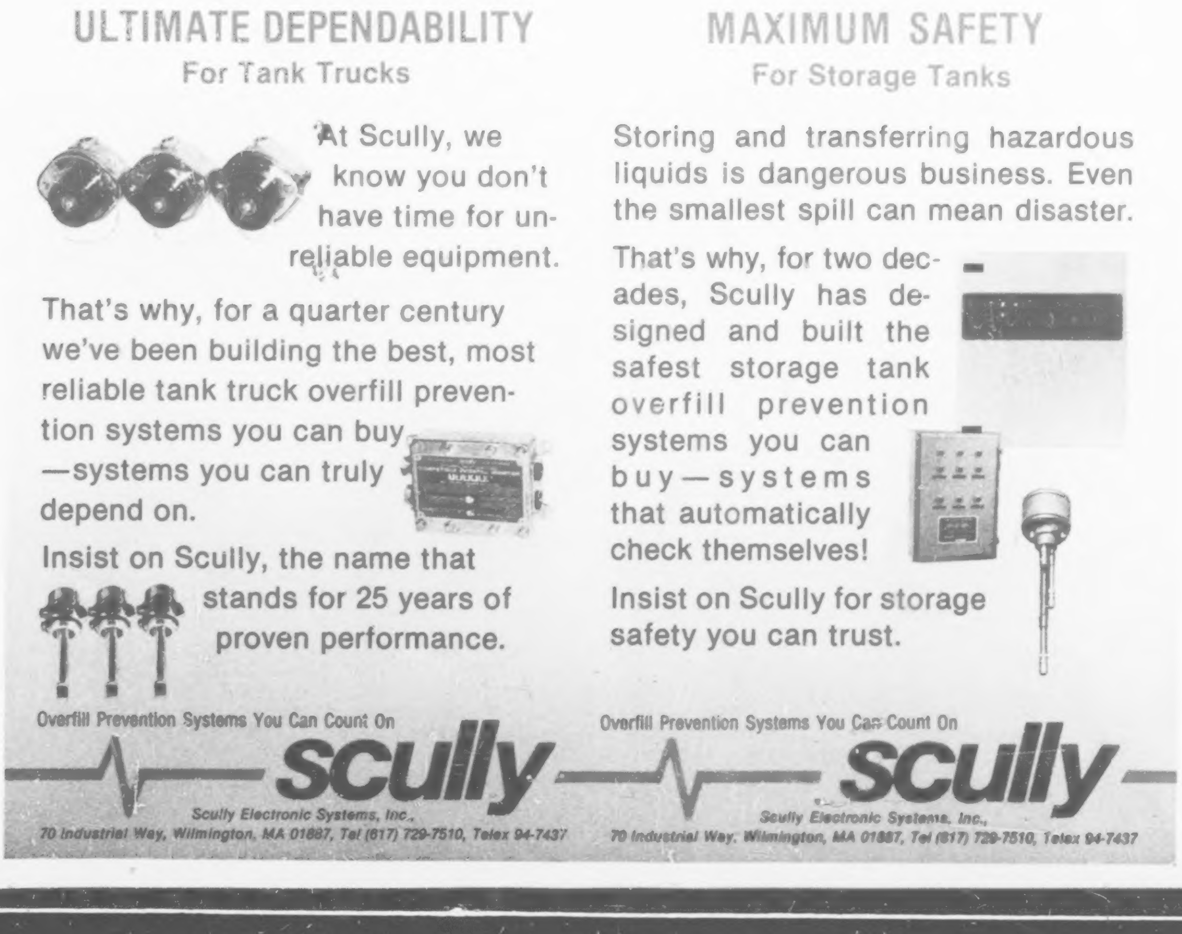
w-Data withheld to avoid disclosing reports for individual companies. These reports included in totals. (a) Does not include chemical feedstock use; (b) Does include chemical feedstock use.

Source: National LP-Gas Assn./American Petroleum Institute.

Where LPG Was Used in 1986


WASHINGTON
MONTANA
NORTH DAKOTA
MINNESOTA
MAINE
VT.
N.H.
MASS.
OREGON
IDAHO
WYOMING
SOUTH DAKOTA
WISCONSIN
MICHIGAN
NEW YORK
R.I.
CONN.
NEVADA
NEBRASKA
IOWA
PENNSYLVANIA
N.J.
UTAH
ILLINOIS
INDIANA
OHIO
MD.
DEL
COLORADO
KANSAS
MISSOURI
W. VA.
VIRGINIA
KENTUCKY
CALIFORNIA
N. CAROLINA
TENNESSEE
OKLAHOMA
ARKANSAS
ARIZONA
NEW MEXICO
S. CAROLINA
MISSISSIPPI
ALABAMA
GEORGIA
TEXAS
ALASKA
HAWAII
LOUISIANA
FLORIDA
250 Million Gals. or Over
100-250 Million
50-100 Million
Under 50 Million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Lube Sales Rise Modestly in '87

Lubricant sales rose 3.5 points on the 1987 index, the best one year increase since 1984, according to National Petroleum Refiners Assn. The gain more than offset an unexpected decrease in the 1986 index which resulted from a recapitulation of all data.

The NPRA report does not give volumes, only indexes and percentages which are based on the reports of participating companies. To preserve the confidentiality aspects of company sales, the reports are given to an independent auditor who converts them into indexes on an industry-wide basis.

The product categories, as defined by NPRA, are these: automotive oil—engine oils, automatic transmission fluids, gear oils and aviation oils; industrial oil—industrial engine oils, metalworking fluids, process oils and general industrial oils; grease—both automotive and industrial greases.

All finished lubricants are included in the NPRA totals. Not included, however, are exports and lube base stocks sold for further blending into finished lubricants.

NPRA stated that the data reflect the sales of the participating companies only. Sales of finished lubricants by other companies (commonly known as independent compound blenders) are not covered.

For its categories, NPRA used 55.5% of the sales for automotive oils, 42.3% for industrial oils, and 2.2% for greases.

Quarterly Indexes on Lubricant Sales

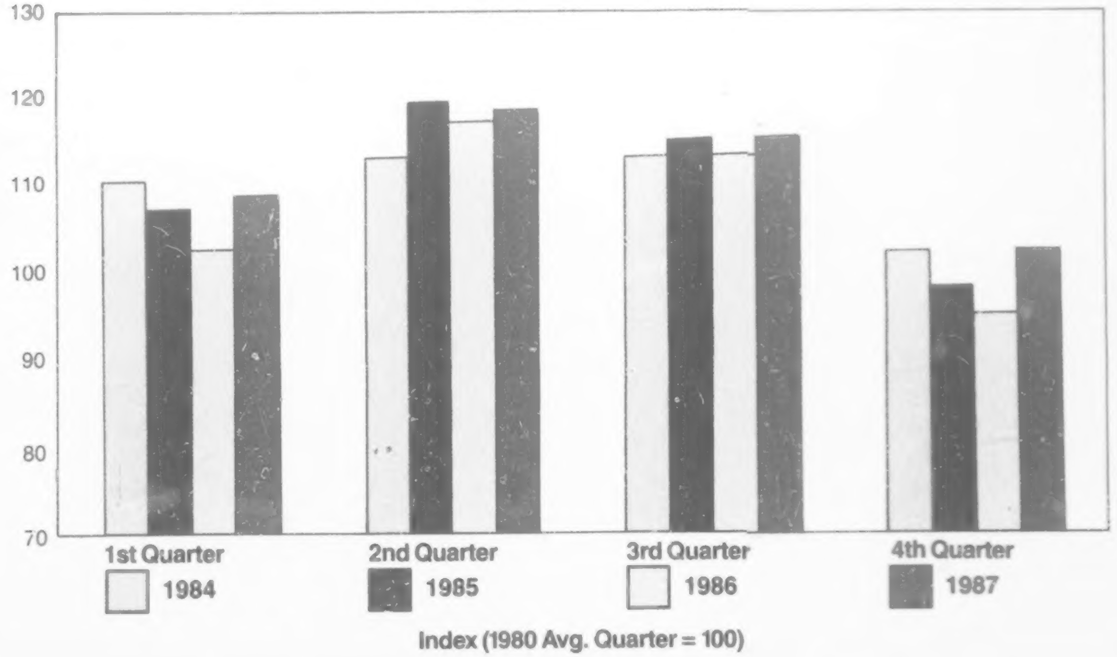
	Quarters				Full Year
	1	2	3	4	
1987	101.0	108.5	108.4	101.3	104.9
1986	100.4	107.2	104.4	93.7	101.4
1985	99.5	107.7	103.5	95.4	101.5
1984	103.1	108.5	106.2	97.5	103.8
1983	89.3	99.1	98.0	92.5	94.7

Percentage Changes by Products and Quarters

	Quarters				Full Year
1987 vs. 1986	1	2	3	4	
Automotive	6.1%	0.5%	1.8%	6.2%	3.4%
Industrial	-6.0	2.9	8.7	11.4	4.0
Grease	-9.6	-8.0	-13.5	-0.5	-8.0
Total	**0.7**	**1.2**	**4.0**	**8.1**	**3.6**
1986 vs. 1985					
Automotive	-4.1%	-3.1%	-1.3%	-1.9%	-2.6%
Industrial	8.8	4.4	4.0	-2.0	3.8
Grease	-1.6	-8.3	4.1	3.8	-0.6
Total	**0.9**	**-0.5**	**0.8**	**-1.8**	**-0.1**
1985 vs. 1984					
Automotive	-3.6%	3.5%	1.0%	-4.1%	-0.7%
Industrial	-3.1	-7.2	-7.4	1.3	-4.3
Grease	-4.5	-3.9	-6.7	-11.1	-6.6
Total	**-3.5**	**-0.8**	**-2.5**	**-2.2**	**-2.2**
1984 vs. 1983					
Automotive	15.0%	7.6%	6.0%	8.7%	9.2%
Industrial	13.7	12.0	10.9	0.5	9.2
Grease	28.6	33.1	10.5	1.2	16.7
Total	**14.8**	**9.8**	**7.9**	**5.2**	**9.4**

N.B. For the index, the average quarter in 1980 = 100%; the base for quarterly indexes is 1980 full year sales for the reporting companies divided by four.
Source: National Petroleum Refiners Assn.

Automotive Lubricant Sales



Lube Sales Forecast: Slow Growth

Lubricant sales--automotive and industrial oils and lubricating greases—are projected to grow at a modest rate of 1.3% (gallonage) compounded annually over the next ten years, says Business Trends Analysts, Inc. a Long Island-based market research firm, in a study released in late 1987.

Major points in the study:

- The automotive lubricant market is maturing and only expected to grow at a 1.1% compounded annual rate. New car technology and improved product is extending service intervals.
- The industrial oil market is expected to grow at compounded annual rate of 1.8% from 1986 to 1996, while lubricating grease gallonage sales are forecast to increase 1.6% annually.

Synthetic oils are demonstrating a substantial and growing impact on all areas of the market, says BTA. Synthetics, while providing a rosier outlook for companies which produce them, will hamper overall industry demand by further extending service life.

Manufacturers' Sales of Lubricants, by Major Product Category

($ Millions)

Year	Industry Total	Lubricating Oils	Lubricating Greases	Other Lubricating Oils/Greases
1972	$1,526.8	$1,301.2	$125.6	$100.0
1977	3,232.8	2,762.6	228.2	242.0
1982	5,609.7	4,813.8	466.3	329.6
1987E	5,073.6	4,368.4	400.8	304.4
1996P	9,142.3	7,829.7	773.3	539.3

E—Estimate
P—Projection

Source: U.S. Department of Commerce; Business Trend Analysts, Inc.

Total Sales of U.S. Lubricants

(Million Gallons)

Automotive/Industrial Lubricants						
Year	Total	% Change	Oils	% Change	Grease	% Change
1979	2,503	—	2,435	—	68	—
1980	2,286	−8.7%	2,224	−8.7%	62	−8.8%
1981	2,244	−1.8	2,182	−1.9	62	0.0
1982	2,049	−8.7	1,998	−8.4	51	−17.7
1983	2,169	5.9	2,114	5.8	55	7.8
1984	2,332	7.5	2,271	7.4	61	10.9
1985	2,337	0.2	2,277	0.3	60	−1.6
1986E	2,352	0.6	2,292	0.7	60	0.0
1987E	2,372	0.9	2,311	0.8	60	0.0
1996P	2,699	1.3*	2,629	1.3*	70	1.6*

E—Estimate
P—Projection
*Compounded annually

Source: National Petroleum Refiners Association; Business Trend Analysts, Inc.

U.S. Apparent Consumption of Lubricating Oils and Greases

($ Millions)

Year	Domestic Product Shipments	Exports	Imports	U.S. Apparent Consumption
1978	$3,633.7	$466.9	$ 57.6	$3,244.4
1979	4,895.6	533.2	73.1	4,435.5
1980	5,868.4	733.2	110.2	5,245.4
1981	6,738.4	695.4	119.4	6,162.4
1982	5,609.7	569.7	114.7	5,154.7
1983	5,783.4	527.4	174.0	5,430.0
1984	6,403.4	643.8	247.7	6,007.3
1985	5,959.2	465.9	194.4	5,687.7
1986E	4,916.3	541.7	146.7	4,521.3
1987E	5,073.6	585.0	150.0	4,638.6

E—Estimate

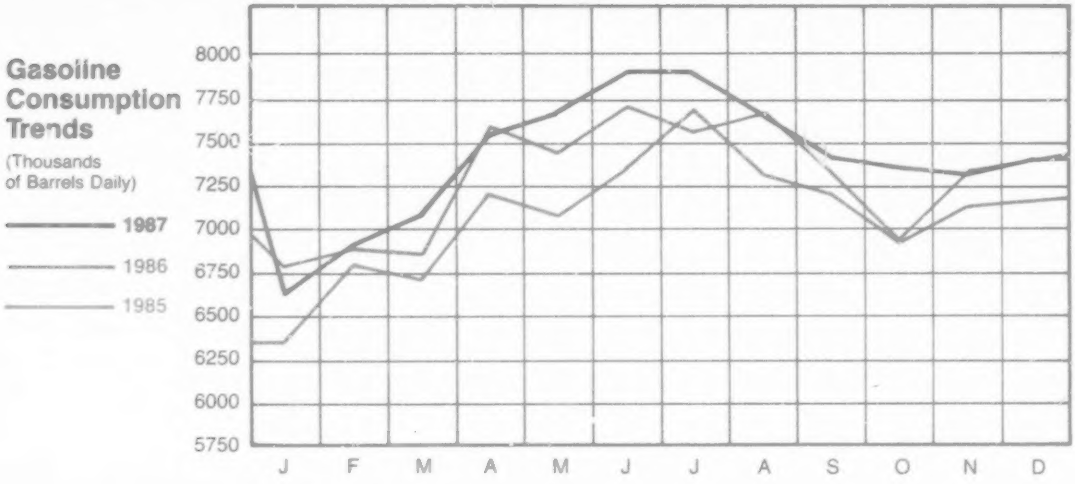
Source: U.S. Department of Commerce; Business Trend Analysts, Inc.

Estimated Market Share: Selected Lubricant Refiners and Producers

	Year		
Company	1980	1984	1986
Amoco	3.5%	3.2%	3.4%
Ashland Oil	2.7	3.4	3.5
Atlantic Richfield	2.8	2.7	2.8
Calumet Refining	1.1	1.6	1.7
Chevron USA	2.7	1.0	10.5
Citgo	2.8	2.8	NA
Conoco	1.5	2.3	0.9
Cross Oil & Refining	0.9	1.7	1.8
Exxon	20.1	21.2	21.7
Gulf Oil	5.7	5.5	NA
Macmillan Petroleum	1.0	0.9	1.0
Mobil	6.9	6.7	6.4
Pennzoil	2.6	5.1	5.3
Quaker State	4.1	3.5	3.0
Shell	7.2	7.5	5.9
Standard (Ohio)	1.0	0.9	1.1
Sun	13.2	12.8	10.8
Texaco	8.7	8.5	5.9
Unocal	3.2	3.3	3.5
Witco Chemical	3.5	2.9	3.0
Other	4.8	2.5	7.8

NA: Not Available

Source: National Petroleum Refiners Association; Business Trend Analysts, Inc.



Gasoline Consumption Trends

(Thousands of Barrels Daily)

Source: Federal Highway Administration

Gasoline Consumption by States

(Includes highway and off-highway consumption)

	Rank		(Add 000 gal.) Gallonage (a)		% Chng.	(Add 000 gal.) Gasohol Included (b)	
	1987	1986	1987	1986		1987	1986
Alabama	18	22	2,084,218	2,012,114	3.6%	466,265	261,286
Alaska	50	50	242,578	256,534	(5.4)	381	171
Arizona	25	26	1,692,462	1,635,083	2.9	—	—
Arkansas	33	33	1,241,796	1,212,035	2.5	—	—
California	1	1	12,543,135	12,175,654	3.0	252,711	189,046
Colorado	27	27	1,555,823	1,592,000	(2.3)	31,440	70.463
Connecticut	28	28	1,484,832	1,443,603	0.4	—	5,323
Delaware	47	47	338,258	333,247	1.5	—	—
Dist. of Col.	—	—	181,371	167,549	8.2	328	205
Florida	4	4	5,899,372	5,690,765	3.7	147,122	334,041
Georgia	10	10	3,421,116	3,313,314	3.3	—	—
Hawaii	45	46	384,958	364,615	5.6	—	—
Idaho	41	41	462,202	469,394	(1.5)	24,207	22,016
Illinois	6	6	4,772,356	4,731,675	0.9	1,341,779	1,286,828
Indiana	13	14	2,745,534	2,622,218	4.7	695,520	668,638
Iowa	29	29	1,369,769	1,367,462	0.2	397,028	385,130
Kansas	32	32	1,265,339	1,248,854	1.3	139,831	232,604
Kentucky	23	23	1,855,460	1,850,343	0.3	757,390	736,349
Louisiana	20	17	2,062,830	2,160,554	(4.5)	252,975	336,187
Maine	38	38	606,596	582,048	4.2	—	—
Maryland	19	21	2,068,369	2,027,743	2.0	—	501
Massachusetts	16	16	2,491,661	2,458,074	1.4	—	—
Michigan	8	8	4,287,732	4,187,028	2.4	482,896	382,010
Minnesota	22	19	2,033,108	2,040,806	(0.4)	214,005	374,032
Mississippi	31	31	1,270,055	1,261,173	0.7	—	—
Missouri	14	13	2,732,601	2,762,114	(1.1)	—	14,316
Montana	42	42	438,181	443,446	(1.2)	2,451	3,454
Nebraska	36	36	776,125	776,830	(0.1)	241,984	216,356
Nevada	39	39	567,686	535,099	6.1	58,877	18,650
New Hampshire	40	40	514,166	481,789	6.7	—	—
New Jersey	9	9	3,525,605	3,524,601	0.0	—	—
New Mexico	35	35	821,713	800,775	2.6	99,310	58,752
New York	3	3	6,168,882	5,957,386	3.6	—	—
North Carolina	11	11	3,318,095	3,227,688	2.8	—	—
North Dakota	46	45	381,284	376,068	1.4	62,726	65,327
Ohio	5	5	4,976,252	4,878,206	2.0	807,312	814,579
Oklahoma	24	24	1,772,817	1,848,704	(4.1)	—	26,994
Oregon	30	30	1,312,919	1,294,515	1.4	—	—
Pennsylvania	7	7	4,456,486	4,523,848	(1.5)	—	—
Rhode Island	43	44	396,573	394,173	0.6	—	—
South Carolina	26	25	1,680,761	1,700,307	(1.1)	37,657	15,550
South Dakota	44	43	390,527	394,961	(1.1)	59,158	63,484
Tennessee	15	15	2,513,747	2,651,534	(5.2)	283,532	394,469
Texas	2	2	8,856,889	9,085,634	(2.5)	454,502	362,243
Utah	37	37	761,489	766,726	(0.7)	226	2,409
Vermont	49	49	282,232	259,631	8.7	—	—
Virginia	12	12	2,993,746	2,815,511	6.3	310,274	423,709
Washington	17	20	2,207,253	2,034,097	8.5	57,804	26,797
West Virginia	34	34	829,349	806,401	2.8	—	—
Wisconsin	21	18	2,046,604	2,061,116	(0.7)	10,238	15,312
Wyoming	48	48	313,409	328,877	4.7	50	55
Total U.S.	—	—	**113,507,440**	**111,933,927**	**1.4**	**7,764,197**	**7,807,286**

(a) These totals reflect the gross gal. of gasoline reported for tax purposes by wholesale distributors in each state. The data are taken from state taxation reports. The data include highway and non-highway use, and losses.

(b) These totals show gross gal. of gasohol (ethanol blends) reported by the states. The data are obtained from state taxation reports. In states where gasohol is taxed at the same rate as gasoline, some gasohol gallonage may be commingled with gasoline data. All totals—gasoline and gasohol—are preliminary.

Source: Federal Highway Administration, Monthly Gasoline Reports, 1987.

Gasoline Consumption by Months—1987

This table, prepared by Federal Highway Administration, shows gross gallons of gasoline reported by wholesale distributors in each state. The data are taken from state taxation reports and may reflect time lags up to six weeks between the wholesale level and retail sales. The data include highway use, nonhighway use, and losses.

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	159,663	150,881	171,345	177,497	177,125	185,757	189,551	174,105	172,130	177,631	164,809	183,724	2,084,218
Alaska	15,889	15,257	18,256	18,869	20,598	24,564	25,991	24,416	23,204	20,386	17,301	17,847	242,578
Arizona	143,555	140,091	147,090	141,430	143,836	136,498	136,102	139,772	141,047	141,047	141,047	141,047	1,692,462
Arkansas	56,537	124,315	98,447	100,027	110,772	116,466	112,336	104,432	109,326	36,984	161,710	110,444	1,241,796
California	993,650	915,495	1,057,104	1,070,821	1,051,673	1,067,111	1,085,727	1,065,650	1,037,168	1,072,756	1,031,067	1,094,373	12,543,135
Colorado	121,352	103,509	129,228	124,996	133,212	140,617	148,210	147,900	132,184	130,330	117,594	126,692	1,555,824
Connecticut	117,651	106,992	122,771	119,431	126,593	128,722	132,520	127,234	119,982	130,905	121,328	130,703	1,484,832
Delaware	19,982	27,579	27,202	26,310	46,918	14,536	32,319	32,146	27,392	28,889	26,610	28,402	338,285
Dist. of Col.	12,758	12,160	14,191	14,153	14,984	17,151	16,990	15,929	14,655	15,100	17,800	15,500	181,371
Florida	490,822	469,434	538,746	505,214	492,494	485,506	494,816	486,544	461,068	401,576	401,576	401,576	5,899,372
Georgia	253,617	262,663	279,248	274,993	314,095	293,931	305,693	286,498	284,938	295,840	274,610	294,991	3,421,117
Hawaii	30,484	27,605	32,846	31,789	47,254	31,149	30,858	31,508	33,440	31,267	26,163	30,595	384,958
Idaho	33,100	36,011	34,776	29,569	32,304	34,802	39,783	40,847	52,653	43,013	46,000	39,344	462,202
Illinois	396,287	334,139	393,060	417,114	389,997	414,180	432,654	395,711	407,887	448,197	351,815	391,316	4,772,357
Indiana	196,648	181,124	215,046	319,349	228,768	230,201	232,220	242,695	219,475	239,326	209,859	230,824	2,745,535
Iowa	103,557	88,608	111,781	115,629	115,619	124,832	126,316	112,890	126,497	122,766	104,427	116,848	1,369,770
Kansas	97,401	86,045	98,459	107,216	109,076	115,609	116,396	107,328	106,280	111,987	99,665	109,877	1,265,339
Kentucky	122,176	151,711	144,174	165,514	158,227	169,343	165,568	163,014	152,679	101,591	207,045	154,418	1,855,460
Louisiana	187,911	150,512	171,947	180,778	177,465	176,145	178,687	172,497	165,381	172,394	157,928	171,185	2,062,830
Maine	45,660	45,581	43,580	47,981	48,380	53,705	61,138	59,414	53,684	51,152	49,041	47,280	606,596
Maryland	155,174	152,322	175,267	170,134	186,225	173,850	184,752	174,910	170,706	175,441	170,003	179,585	2,068,369
Massachusetts	196,283	176,137	201,370	201,621	214,150	216,378	224,071	22[illegible],253	203,977	220,689	199,799	215,934	2,491,662
Michigan	332,759	306,228	340,025	345,155	367,880	381,222	370,467	415,590	338,080	386,301	353,091	350,938	4,287,736
Minnesota	151,843	137,921	157,904	159,778	162,103	203,297	193,977	188,117	159,806	170,547	178,775	169,040	2,033,108
Mississippi	94,524	85,717	101,271	81,172	119,067	122,633	122,071	118,478	107,536	100,253	99,036	118,297	1,270,055
Missouri	207,570	193,181	219,297	242,052	246,225	212,140	269,876	234,669	227,257	237,158	209,507	233,670	2,73[illegible],602
Montana	31,000	26,270	31,213	35,423	37,801	49,547	41,887	44,064	37,982	36,823	32,803	33,368	438,181
Nebraska	53,498	51,179	62,130	63,543	67,461	69,409	76,735	67,129	67,399	72,536	58,005	67,101	776,125
Nevada	45,609	43,725	40,032	46,271	45,604	48,928	51,457	51,529	52,050	40,935	56,335	45,211	567,686
New Hampshire	41,652	39,012	38,798	38,412	41,545	47,098	48,588	47,297	42,537	45,282	41,035	42,911	514,167
New Jersey	274,287	239,800	224,360	292,407	309,901	292,335	350,446	328,901	298,363	315,215	285,161	314,429	3,525,605
New Mexico	54,768	66,489	63,570	71,504	67,826	83,975	71,848	72,279	66,048	66,613	67,010	69,783	821,713
New York	595,125	353,008	514,684	448,336	735,181	552,642	532,054	521,535	420,352	481,504	500,021	514,442	6,168,884
North Carolina	241,822	222,684	275,367	276,589	285,693	285,365	302,236	279,244	301,112	290,607	264,440	292,937	3,318,096
North Dakota	19,183	31,131	16,030	37,337	44,061	39,687	34,457	37,244	32,573	31,732	28,657	29,192	381,284
Ohio	376,351	362,496	404,341	397,102	425,276	465,672	455,991	442,282	402,701	414,690	414,690	414,690	4,876,252
Oklahoma	139,703	135,493	159,310	156,761	198,407	140,201	149,549	143,264	138,616	142,915	130,626	137,972	1,772,817
Oregon	36,005	148,830	98,922	109,606	114,984	117,825	79,944	169,600	110,518	88,364	126,946	109,375	1,312,918
Pennsylvania	346,727	325,880	370,858	378,846	399,714	397,594	415,077	394,443	378,196	409,027	341,219	398,905	4,556,486
Rhode Island	31,477	31,477	31,477	33,258	33,258	33,258	34,011	34,011	34,011	33,445	33,445	33,445	396,573
South Carolina	139,116	125,250	120,711	203,660	148,934	165,760	131,979	128,924	125,554	134,679	123,967	132,227	1,680,761
South Dakota	26,011	22,974	28,111	32,961	33,829	39,779	40,145	37,971	34,406	35,943	27,546	32,851	392,527
Tennessee	217,367	164,479	208,232	202,282	224,245	220,667	232,010	210,048	209,836	212,693	201,707	210,181	2,513,747
Texas	696,876	658,597	741,812	770,910	681,201	759,496	810,108	768,207	739,787	743,251	715,396	771,249	8,856,890
Utah	61,228	50,570	61,848	62,667	64,740	69,079	73,075	70,258	65,256	70,931	48,380	63,457	761,489
Vermont	22,046	20,684	21,469	20,738	22,582	23,735	26,806	26,144	23,893	24,843	21,487	27,805	282,232
Virginia	250,566	202,851	221,990	252,693	243,379	259,492	321,059	250,876	242,398	255,880	227,495	265,067	2,993,746
Washington	53,606	214,194	181,975	118,960	315,045	177,204	217,519	203,545	183,278	183,385	176,567	181,975	2,207,253
West Virginia	53,635	58,597	70,234	65,746	68,325	75,825	75,825	70,687	76,804	64,638	67,005	81,528	829,349
Wisconsin	149,863	118,866	181,852	165,188	175,351	188,933	195,334	182,885	172,471	185,109	163,665	167,087	2,046,604
Wyoming	20,434	17,906	20,108	23,835	26,178	31,522	36,726	33,987	29,641	27,444	21,831	23,797	313,409
U.S. Total	8,716,808	8,213,660	9,233,865	9,493,627	10,046,061	9,905,373	10,233,955	9,899,901	9,342,221	9,563,010	9,203,584	9,655,375	113,507,440

Source: Federal Highway Administration, Monthly Gasoline Reports 1987.

Gasoline Octanes, U.S. Service Stations

Year	Season	Leaded Regular[a]			Unleaded Regular[b]			Unleaded Premium[c]		
		Rsh.	Mtr.	(R + M)* / 2	Rsh.	Mtr.	(R + M)* / 2	Rsh.	Mtr.	(R + M)* / 2
1987	Summer	93.3	84.0	88.7	92.0	82.7	87.4	96.8	86.8	91.8
1986-87	Winter	93.1	84.2	88.7	91.7	82.7	87.2	96.7	86.9	91.8
1986	Summer	93.3	84.3	88.8	92.0	82.7	87.3	96.7	86.7	91.7
1985-86	Winter	93.0	84.5	88.8	91.8	82.8	87.3	96.8	86.9	91.8
1985	Summer	92.8	84.8	88.8	91.9	82.8	87.4	96.5	86.8	91.7
1984-85	Winter	92.8	85.2	89.1	91.8	82.9	87.4	96.4	86.8	91.6
1984	Summer	92.9	85.0	89.0	91.6	82.9	87.3	96.5	86.9	91.7
1983-84	Winter	92.7	84.9	88.8	91.7	82.9	87.3	96.1	86.6	91.3
1983	Summer	93.1	84.9	89.0	92.0	82.9	87.5	96.4	86.5	91.4
1982-83	Winter	92.9	85.2	89.1	91.7	82.9	87.3	96.3	86.7	91.5
1982	Summer	93.0	85.0	89.0	91.9	82.8	87.3	96.8	86.6	91.7
1981-82	Winter	92.7	81.1	88.9	91.8	82.9	87.4	96.6	86.8	91.7
1981	Summer	92.8	85.1	89.0	91.9	83.0	87.4	96.3	86.2	91.3
1980-81	Winter	92.8	85.4	89.1	91.9	83.3	87.6	96.1	86.5	91.4
1980	Summer	96.2	85.2	88.9	92.1	83.4	87.8	96.1	86.4	91.6
1979-80	Winter	92.5	85.5	89.0	92.1	83.7	87.9	97.1	87.0	92.1

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*Antiknock index

(a) Below 93.0 octane, (b) Below 90.0 octane, (c) 90.0 octane and above, also, prior to and including the winter of 1981-1982, the premium grade was leaded gasoline, not unleaded.
Source: Motor Gasolines, Summer 1987, National Institute for Petroleum and Energy Research, Bartlesville, Okla., published March 1988.

Gasoline Octanes, Regional Averages

	Leaded Regular[a]			Unleaded Regular[b]			Unleaded Premium[c]			Alcohol-blended Premium[d]		
	Rsh.	Mtr.	(R + M) / 2	Rsh.	Mtr.	(R + M) / 2	Rsh.	Mtr.	(R + M) / 2	Rsh.	Mtr.	(R + M) / 2
Northeast	94.0	84.1	89.1	92.5	82.8	87.7	97.2	86.5	91.9	NS	NS	NS
Mid-Atlantic Coast	94.4	84.2	89.3	92.6	82.4	87.5	97.3	86.7	92.0	98.5	87.2	92.8
Southeast	93.8	84.4	89.1	92.2	82.6	87.4	97.1	86.9	92.1	96.5	85.6	91.1
Appalachian	93.8	84.3	89.1	92.2	82.7	87.5	97.0	87.0	92.0	96.2	87.1	91.7
Michigan	93.6	84.8	89.2	91.9	82.9	87.4	96.7	86.7	91.7	NS	NS	NS
North Illinois	93.7	84.4	89.1	91.6	82.8	87.2	96.2	87.0	91.6	96.0	85.9	91.0
Central Mississippi	93.7	84.5	89.1	91.9	82.9	87.4	96.4	86.9	91.7	97.7	87.5	92.6
Lower Mississippi	94.1	84.2	89.2	92.4	82.4	87.4	97.0	86.6	91.8	97.4	86.2	91.9
North Plains	93.0	84.0	88.5	91.5	82.6	87.1	96.5	87.4	92.0	NS	NS	NS
Central Plains	92.9	84.1	88.5	91.5	83.0	87.3	96.0	86.4	91.2	95.4	85.1	90.3
South Plains	93.9	83.8	88.9	92.0	82.4	87.2	97.2	86.8	92.0	97.3	87.2	92.3
South Texas	94.4	84.0	89.2	92.5	82.4	87.5	96.6	87.0	91.8	98.9	88.6	93.8
South Mountain States	91.8	83.2	87.6	91.4	82.8	87.1	97.1	86.4	91.8	96.8	85.6	91.3
North Mountain States	91.3	83.4	87.3	90.7	82.9	86.8	96.1	86.7	91.4	97.6	86.6	92.1
Pacific Northwest	92.5	84.1	88.3	91.5	82.7	87.1	96.7	86.8	91.7	NS	NS	NS
North California	92.5	83.6	88.1	93.0	83.0	88.1	97.5	86.7	92.1	97.4	85.7	91.6
South California	92.5	83.7	88.3	92.1	82.8	87.5	97.3	86.6	92.0	NS	NS	NS
Average												
Summer 1987	**93.3**	**84.0**	**88.7**	**92.0**	**82.7**	**87.4**	**96.8**	**86.8**	**91.8**	**97.1**	**86.5**	**91.9**
Summer 1986	**93.3**	**84.3**	**88.8**	**92.0**	**82.7**	**87.3**	**96.7**	**86.7**	**91.7**	—	—	—

(a) Below 93 octane; (b) Below 90 octane; (c) 90.0 octane and above; (d) 90.0 octane and above, blended.
Source: Motor Gasolines, Summer 1987, National Institute for Petroleum and Energy Research, Bartlesville, Okla., published March 1988.

State Gasoline Consumption by Rank

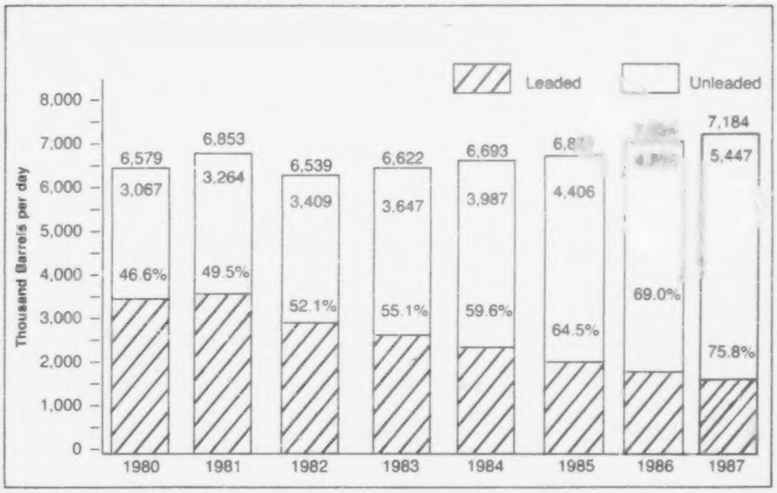
State	1987 Rank	1986 Rank	(Add 000) 1987 Gallonage (a)
California	1	1	12,543,135
Texas	2	2	8,856,889
New York	3	3	6,168,882
Florida	4	4	5,899,372
Ohio	5	5	4,976,252
Illinois	6	6	4,772,356
Pennsylvania	7	7	4,456,486
Michigan	8	8	4,287,732
New Jersey	9	9	3,525,605
Georgia	10	10	3,421,116
North Carolina	11	11	3,318,095
Virginia	12	12	2,993,746
Indiana	13	14	2,745,534
Missouri	14	13	2,732,601
Tennessee	15	15	2,513,747
Massachusetts	16	16	2,491,661
Washington	17	20	2,207,253
Alabama	18	22	2,084,218
Maryland	19	21	2,068,369
Louisiana	20	17	2,062,830
Wisconsin	21	18	2,046,604
Minnesota	22	19	2,033,108
Kentucky	23	23	1,855,460
Oklahoma	24	24	1,772,817
Arizona	25	26	1,682,462
South Carolina	26	25	1,680,761
Colorado	27	27	1,555,823
Connecticut	28	28	1,484,832
Iowa	29	29	1,369,769
Oregon	30	30	1,312,919
Mississippi	31	31	1,270,055
Kansas	32	32	1,265,339
Arkansas	33	33	1,241,796
West Virginia	34	34	829,349
New Mexico	35	35	821,713
Nebraska	36	36	776,125
Utah	37	37	761,489
Maine	38	38	606,596
Nevada	39	39	567,686
New Hampshire	40	40	514,166
Idaho	41	41	462,202
Montana	42	42	438,181
Rhode Island	43	44	396,573
South Dakota	44	43	390,527
Hawaii	45	46	384,958
North Dakota	46	45	381,284
Delaware	47	47	338,258
Wyoming	48	48	313,409
Vermont	49	49	282,232
Alaska	50	50	242,778

(a) Preliminary with up to six state totals estimated by NPN based on Federal Highway Administration totals.

Source: Federal Highway Administration, Monthly Gasoline Reports, 1987.

Unleaded Gasolines Dominate Marketplaces

Unleaded vs. Leaded Motor Gasoline. 1980-1987



Source: Energy Information Administration, Petroleum Supply Monthly, February 1988.

There was no letup in 1987 in the way that unleaded gasoline is pushing leaded gasoline into oblivion.

Unleaded gasoline sales rose almost 7% last year, hitting an all-time high average of 5,447,000 b/d. This was 75.8% of total gasoline sales, meaning that unleaded gasoline demand was three times that of leaded gasoline last year.

Unleaded gasoline sales have been rising steadily through the years, exerting downward pressure on the leaded variety. It is anticipated that by the early 1990s, leaded gasoline will be virtually a specialty product that'll be hard to find in most parts of the U.S.

An interesting aspect of the 1987 picture was that total gasoline sales averaged 7,184,000 b/d. This is the second highest annual average in history, being exceeded only by the 1978 peak of 7,412,000 b/d.

It is true, of course, that pump sales averaged more than 7,412,000 b/d in the summer driving months in 1987 but that was for only a limited period. Back in 1978, the hot weather demand also exceeded the annual average by substantial amounts.

Unleaded gasoline was mandated by the federal government in 1978. When it first came on the market it was lucky to capture one out of every four gallons sold. By 1981, unleaded sales were about half the market, and by 1985 unleaded gasoline had a two-to-one edge over leaded gasoline. The gap grew wider in 1987, with unleaded gasoline now accounting for three out of every four gallons sold in U.S. marketplaces.

These changes are being reflected in the retail markets. Already a number of oil companies have discontinued leaded sales and have added a mid-grade unleaded so that consumers will continue to have three choices of motor fuels.

Gasohol Consumption by States—1986[a]

The following table, prepared by the Federal Highway Administration, contains a variety of caveats, as follows: the table shows gross gallons of gasohol reported by the distributors in each state. However, this total must not be considered a national total. In states where gasohol is taxed at the same rate as gasoline, the gallonage data are not reported separately and is commingled with gasoline data. In other states, however, partial tax exemptions have been legislated but the reporting systems have not yet been converted for separate reporting. In any case, the totals should be considered minimums and not maximums.

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	21,252	13,109	18,172	21,528	22,993	22,769	23,596	22,403	20,894	22,015	23,207	29,348	261,286
Alaska	—	—	—	—	—	12	39	28	19	27	25	21	171
Arizona	—	—	—	—	—	—	—	—	—	—	—	—	—
Arkansas	—	—	—	—	—	—	—	—	—	—	—	—	—
California	11,920	8,884	9,751	9,731	11,085	12,434	17,819	20,507	19,736	22,015	21,320	23,844	189,046
Colorado	15,319	11,229	11,910	9,526	8,433	5,616	3,116	1,301	1,474	2,398	—	141	70,463
Connecticut	1,711	1,623	1,339	213	437	—	—	—	—	—	—	—	5,323
Delaware	—	—	—	—	—	—	—	—	—	—	—	—	—
Dist. of Col.	8	2	20	26	22	15	20	11	21	18	25	17	205
Florida	41,448	38,806	39,646	33,984	32,426	28,936	26,552	25,977	20,487	15,627	15,638	14,514	334,041
Georgia	—	—	—	—	—	—	—	—	—	—	—	—	—
Hawaii	—	—	—	—	—	—	—	—	—	—	—	—	—
Idaho	2,281	2,565	2,214	2,026	2,658	2,831	4,779	446	358	384	680	794	22,016
Illinois	115,717	103,239	112,346	107,263	111,632	104,188	100,346	106,314	100,706	104,404	106,714	113,959	1,286,828
Indiana	55,960	50,264	53,372	56,323	62,065	58,065	53,160	59,775	53,900	59,312	59,229	47,213	668,638
Iowa	31,959	32,546	36,357	34,488	34,620	30,224	31,020	32,948	27,644	31,342	27,849	34,133	385,130
Kansas	22,178	20,021	23,390	21,666	20,919	18,832	19,901	20,099	17,429	17,657	15,130	15,382	232,604
Kentucky	57,067	53,615	46,369	60,682	62,150	62,473	82,510	41,582	75,651	65,700	64,960	63,590	736,349
Louisiana	19,507	17,881	22,798	21,690	23,064	21,893	25,621	34,725	48,893	34,297	30,051	35,767	336,187
Maine	—	—	—	—	—	—	—	—	—	—	—	—	—
Maryland	416	83	1	—	—	—	—	—	1	—	—	—	501
Massachusetts	—	—	—	—	—	—	—	—	—	—	—	—	—
Michigan	26,461	25,283	27,879	31,844	32,857	34,342	35,476	31,638	31,631	34,614	33,734	36,251	382,010
Minnesota	55,051	48,226	43,120	35,259	36,707	29,261	26,572	21,676	18,902	18,063	20,906	20,289	374,032
Mississippi	—	—	—	—	—	—	—	—	—	—	—	—	—
Missouri	1,193	1,193	1,193	1,193	1,193	1,193	1,193	1,193	1,193	1,193	1,193	1,193	14,316
Montana	349	118	174	323	233	99	178	81	663	439	419	378	3,454
Nebraska	18,634	16,508	20,443	19,892	19,160	18,427	17,264	16,625	15,489	18,257	14,927	20,730	216,356
Nevada	206	219	203	240	406	378	374	2,838	2,842	2,529	3,561	4,854	18,650
New Hampshire	—	—	—	—	—	—	—	—	—	—	—	—	—
New Jersey	—	—	—	—	—	—	—	—	—	—	—	—	—
New Mexico	3,926	4,498	7,344	7,190	4,037	3,209	3,601	3,872	4,094	5,380	5,483	6,118	58,752
New York	—	—	—	—	—	—	—	—	—	—	—	—	—
North Carolina	—	—	—	—	—	—	—	—	—	—	—	—	—
North Dakota	3,309	4,853	5,029	5,231	5,761	9,023	3,835	4,743	8,317	1,634	7,789	5,803	65,327
Ohio	63,478	57,834	58,329	70,500	70,487	64,086	75,023	65,995	66,530	74,164	69,231	78,922	814,579
Oklahoma	1,962	1,532	8,818	268	14,414	—	—	—	—	—	—	—	26,994
Oregon	—	—	—	—	—	—	—	—	—	—	—	—	—
Pennsylvania	—	—	—	—	—	—	—	—	—	—	—	—	—
Rhode Island	—	—	—	—	—	—	—	—	—	—	—	—	—
South Carolina	220	39	627	488	332	1	746	319	8,435	2,769	307	1,267	15,550
South Dakota	4,536	4,466	5,428	5,360	6,217	5,463	6,331	5,351	4,653	5,294	4,666	5,719	63,484
Tennessee	31,469	33,984	31,464	23,528	39,470	19,442	30,072	30,724	29,618	33,450	53,239	38,009	394,469
Texas	30,097	22,132	25,031	24,386	30,947	28,308	32,413	26,330	30,390	33,829	36,445	41,435	362,243
Utah	715	367	485	518	257	6	—	—	—	—	22	39	2,409
Vermont	—	—	—	—	—	—	—	—	—	—	—	—	—
Virginia	40,690	37,946	44,174	42,846	41,331	42,491	35,029	30,889	24,876	28,001	26,400	29,036	423,709
Washington	584	613	1,066	240	313	2,372	2,637	671	6,874	1,001	6,857	3,569	26,797
West Virginia	—	—	—	—	—	—	—	—	—	—	—	—	—
Wisconsin	1,661	1,437	1,172	1,545	1,895	1,757	1,365	1,403	1,116	803	499	659	15,312
Wyoming	11	9	3	2	3	3	4	3	3	4	5	5	55
U.S. Total	**681,295**	**615,124**	**659,667**	**649,999**	**698,524**	**628,149**	**660,592**	**610,967**	**642,839**	**636,620**	**650,511**	**672,999**	**7,807,286**

(a) This table shows gross gallons of gasohol (ethanol blends) reported by the states. The data are obtained from state taxation reports. In states where gasohol is taxed at the same rate as gasoline, some gasohol gallonage may be commingled with gasoline data.

Source: Federal Highway Administration, Monthly Gasoline Reports, June 1987.

Gasohol Consumption by States—1987

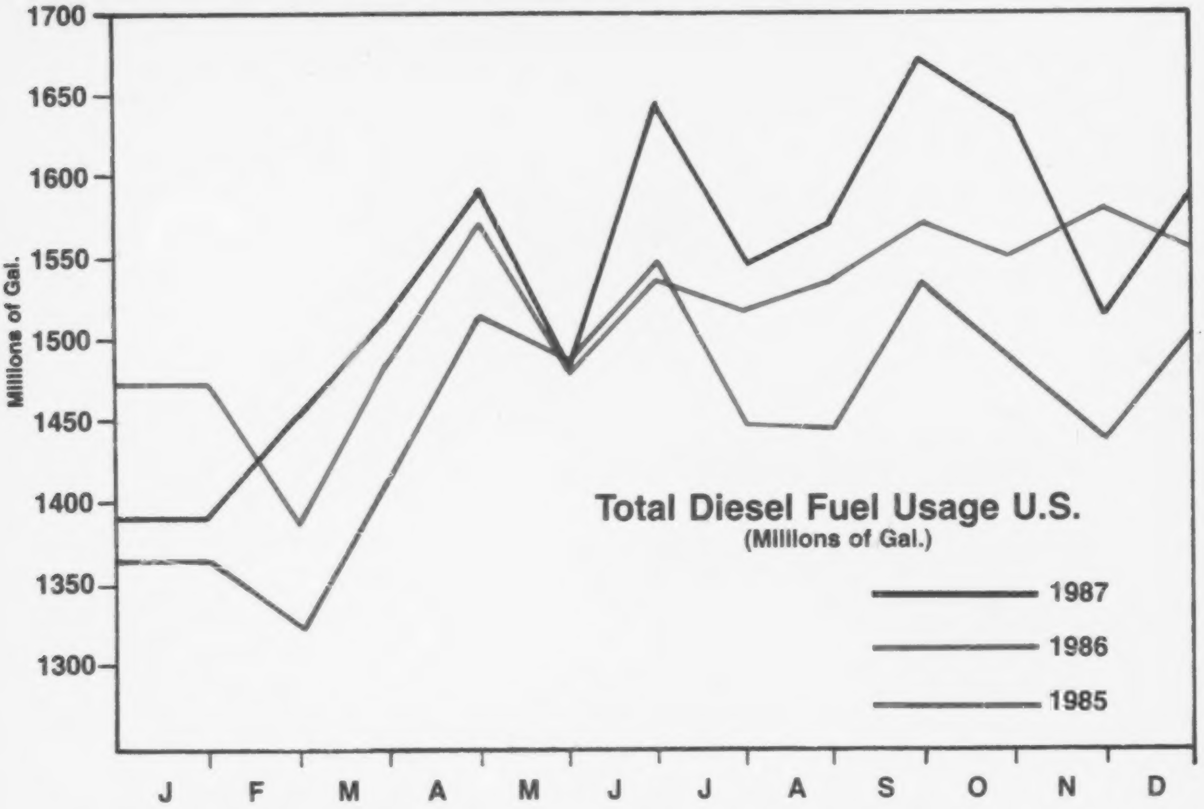
This table, prepared by Federal Highway Administration, shows gross gallons of gasohol (ethanol blends) reported by the various states. The data are obtained from the state taxation reports. In states where gasohol is taxed at the same rate as gasoline, some gasohol gallonage may be commingled with gasoline data. At any rate, this is a preliminary report and upward revisions may be expected on the basis of later data. This report indicates there was a small increase in gasohol sales in 1987.

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	29,193	34,495	44,984	50,800	51,156	44,372	35,494	33,218	32,097	34,559	34,780	41,107	466,255
Alaska	27	14	22	20	20	31	23	65	46	41	48	24	381
Arizona	—	—	—	—	—	—	—	—	—	—	—	—	—
Arkansas	—	—	—	—	—	—	—	—	—	—	—	—	—
California	22,786	21,934	23,176	25,296	19,949	19,276	16,536	19,333	18,421	18,253	21,619	26,132	252,711
Colorado	—	—	—	—	—	—	5,866	3,064	3,494	2,762	3,048	13,206	31,440
Connecticut	—	—	—	—	—	—	—	—	—	—	—	—	—
Delaware	—	—	—	—	—	—	—	—	—	—	—	—	—
Dist. of Col.	9	11	10	43	27	43	38	42	45	18	25	17	328
Florida	11,859	13,025	15,353	15,426	15,323	14,192	10,018	7,941	7,205	12,260	12,260	12,260	147,122
Georgia	—	—	—	—	—	—	—	—	—	—	—	—	—
Hawaii	—	—	—	—	—	—	—	—	—	—	—	—	—
Idaho	803	1,128	1,326	1,225	1,310	2,506	1,549	2,357	4,034	2,260	3,229	2,480	24,207
Illinois	94,699	106,704	108,614	104,815	109,171	115,857	116,685	111,363	105,081	105,160	111,815	111,815	1,341,779
Indiana	59,390	53,707	59,390	60,048	60,702	61,621	58,976	58,182	51,521	56,397	57,793	57,793	685,520
Iowa	30,902	26,891	34,508	34,076	33,696	35,826	38,105	30,050	35,153	32,185	31,638	33,998	397,028
Kansas	13,920	12,620	14,132	16,678	17,737	14,082	8,879	7,772	7,359	8,963	8,057	9,632	139,831
Kentucky	65,391	53,606	53,271	71,906	69,832	65,279	83,861	55,136	62,689	63,949	58,199	54,271	757,390
Louisiana	25,930	33,900	38,948	36,997	2,383	18,113	17,969	18,102	17,717	14,515	9,426	18,975	252,975
Maine	—	—	—	—	—	—	—	—	—	—	—	—	—
Maryland	—	—	—	—	—	—	—	—	—	—	—	—	—
Massachusetts	—	—	—	—	—	—	—	—	—	—	—	—	—
Michigan	32,173	34,208	38,880	38,578	42,345	42,481	43,324	42,380	40,293	44,257	39,959	44,018	482,896
Minnesota	19,256	17,647	20,532	20,377	22,755	20,714	17,758	16,490	14,620	14,191	15,648	14,017	214,005
Mississippi	—	—	—	—	—	—	—	—	—	—	—	—	—
Missouri	—	—	—	—	—	—	—	—	—	—	—	—	—
Montana	357	74	350	101	72	167	268	277	181	153	130	321	2,451
Nebraska	16,890	17,317	20,401	19,350	21,736	21,322	21,953	20,524	20,081	21,676	18,622	22,112	241,984
Nevada	4,765	7,330	4,612	4,716	6,793	4,427	5,346	2,812	4,265	2,463	7,520	3,828	58,877
New Hampshire	—	—	—	—	—	—	—	—	—	—	—	—	—
New Jersey	—	—	—	—	—	—	—	—	—	—	—	—	—
New Mexico	4,986	4,810	3,716	9,716	5,762	18,949	7,921	8,856	6,704	10,109	8,167	9,614	99,310
New York	—	—	—	—	—	—	—	—	—	—	—	—	—
North Carolina	—	—	—	—	—	—	—	—	—	—	—	—	—
North Dakota	6,243	9,491	4,326	9,902	9,030	5,126	3,921	2,951	2,749	3,006	2,755	3,226	62,726
Ohio	63,877	64,753	80,446	72,344	67,323	89,313	75,330	72,706	77,370	73,740	73,740	73,740	807,312
Oklahoma	—	—	—	—	—	—	—	—	—	—	—	—	—
Oregon	—	—	—	—	—	—	—	—	—	—	—	—	—
Pennsylvania	—	—	—	—	—	—	—	—	—	—	—	—	—
Rhode Island	—	—	—	—	—	—	—	—	—	—	—	—	—
South Carolina	1,620	4,071	1,681	4,556	672	3,932	130	4,455	—	7,222	4,586	4,722	37,657
South Dakota	4,638	4,346	5,238	5,423	5,472	5,225	5,100	4,491	4,516	4,965	4,663	5,081	59,158
Tennessee	16,220	21,064	13,515	20,607	26,522	38,493	31,939	16,037	18,006	26,120	16,700	38,309	283,532
Texas	20,540	43,975	29,401	55,742	57,392	49,969	37,273	30,053	30,576	34,470	34,147	30,964	454,502
Utah	17	189	20	—	—	—	—	—	—	—	—	—	226
Vermont	—	—	—	—	—	—	—	—	—	—	—	—	—
Virginia	24,625	23,451	27,381	27,828	27,932	27,782	30,706	25,852	23,201	25,019	20,423	26,074	310,274
Washington	506	7,384	4,707	4,628	9,387	1,326	7,826	4,540	4,083	3,903	4,807	4,707	57,804
West Virginia	—	—	—	—	—	—	—	—	—	—	—	—	—
Wisconsin	870	789	968	766	1,334	1,152	736	1,053	853	453	685	579	10,238
Wyoming	5	2	3	6	5	4	5	5	5	2	4	4	50
U.S. Total	**572,497**	**618,936**	**649,911**	**711,970**	**685,838**	**721,580**	**683,535**	**600,107**	**592,635**	**663,071**	**610,993**	**653,394**	**7,764,197**

Source: Federal Highway Administration, Monthly Gasoline Reports 1987.

Diesel Fuel Consumption Trends



Diesel Fuel Consumption by States

	Rank		Gallonage		%
	1987	1986	1987(a)	1986	Change
Alabama	16	16	409,826	375,521	9.1%
Alaska	44	42	62,398	99,173	(37.1)
Arizona	30	27	267,290	285,885	(6.5)
Arkansas	22	23	328,659	302,446	8.7
California	1	1	1,696,704	1,602,660	5.9
Colorado	34	33	186,272	190,733	(2.3)
Connecticut	32	35	190,925	182,888	4.4
Delaware	45	46	59,494	53,934	10.3
Dist. of Col.	–	–	22,096	21,449	3.0
Florida	5	5	785,756	748,952	4.9
Georgia	6	6	782,834	724,289	8.1
Hawaii	49	50	21,346	20,542	3.9
Idaho	41	41	104,170	100,003	4.4
Illinois	7	7	739,434	718,119	3.0
Indiana	8	8	707,477	695,319	2.0
Iowa	23	26	324,203	293,887	10.3
Kansas	17	29	396,533	273,425	45.0
Kentucky	20	19	357,335	369,587	3.4
Louisiana	21	20	346,668	359,600	(3.6)
Maine	36	36	159,320	143,716	10.9
Maryland	28	28	293,067	280,607	4.4
Massachusetts	29	30	284,134	268,407	5.9
Michigan	11	11	518,342	485,500	6.8
Minnesota	25	25	317,188	294,274	7.8
Mississippi	27	24	303,056	300,682	0.8
Missouri	14	12	493,178	482,368	2.2
Montana	40	40	108,341	107,192	1.1
Nebraska	31	32	203,619	192,745	6.7
Nevada	39	43	120,910	99,153	10.9
New Hampshire	47	47	55,665	51,934	7.2
New Jersey	15	15	453,482	453,759	0.0
New Mexico	33	34	189,735	187,719	1.1
New York	13	13	505,774	478,348	5.7
North Carolina	9	9	587,480	560,102	4.9
North Dakota	43	45	91,005	90,175	0.9
Ohio	4	4	823,202	813,964	(1.1)
Oklahoma	19	17	388,470	372,520	4.3
Oregon	(b)	31	–(b)	249,852	–
Pennsylvania	3	3	874,995	827,299	5.8
Rhode Island	46	48	56,217	45,579	23.3
South Carolina	26	22	307,507	331,059	(7.1)
South Dakota	42	44	92,564	93,517	(1.0)
Tennessee	10	10	565,029	530,446	6.5
Texas	2	2	1,335,616	1,466,522	(8.9)
Utah	37	37	148,912	142,313	4.6
Vermont	48	49	51,242	41,022	24.9
Virginia	12	14	508,085	476,118	6.7
Washington	24	21	318,408	339,108	(6.0)
West Virginia	38	38	125,821	135,338	(7.0)
Wisconsin	18	18	389,056	371,485	4.7
Wyoming	35	39	184,249	133,942	37.6
Total U.S.			**18,603,363**	**18,264,507**	**1.9**

(a) Preliminary and includes some estimates by *NPN* for late-reporting states; (b) Oregon discontinued diesel reports.
Source: Federal Highway Administration, Monthly Gasoline Reports 1987.

Highway Diesel Sales by States 1986

Diesel Sales for motor vehicles—passenger cars, trucks and buses—climbed another 3.7% in 1986, continuing the upward swing of recent years. On-highway consumption amounted to 17.9-billion gal., compared with 17.3-billion gal. in 1985.

Off-highway sales—primarily for construction equipment and farms but occasionally including utilities for power generation—rose a spanking 9% in 1986, offsetting 1985's decline of 9%. The 1985 consumption was revised downward to 1.5-billion gal. in the latest set of figures.

(Add 000 gal.)

	On-Highway			Off-Highway		
	1985	1986	% Change	1985	1986	% Change
PAD District 1						
New England States						
Connecticut	183,726	179,230	(2.4%)	7,249	7,011	(3.3%)
Maine	125,975	140,312	11.4	6,515	11,240	72.5
Massachusetts	245.057	267,065	9.0	10,396	12,677	21.9
New Hampshire	42,239	50,895	20.5	8,067	7,638	(5.3)
Rhode Island	11,775	44,667	279.3	2,772	3,380	21.9
Vermont	38,737	40,202	3.8	3,784	6,768	44.0
Central Atlantic States						
Delaware	50,528	52,855	4.6	2,366	2,395	(1.2)
District of Columbia	20,987	21,413	2.0	610	222	(63.6)
Maryland	238,103	274,995	15.5	42,234	25,368	(39.3)
New Jersey	445,512	450,858	1.3	27,778	36,951	33.0
New York	518,586	614,646	18.5	47,537	25,895	(45.5)
Pennsylvania	769,798	810,753	5.3	49,352	61,634	24.9
Lower Atlantic States						
Florida	706,762	680,975	(3.6)	75,447	63,481	(15.9)
Georgia	664,749	710,528	(6.9)	44,913	36,866	(17.9)
North Carolina	512,560	548,890	7.1	26,565	30,968	16.6
South Carolina	293,068	293,541	—	16,738	22,880	36.7
Virginia	473,519	468,608	7.1	29,333	36,231	23.5
West Virginia	121,288	132,361	9.1	22,427	29,360	30.9
Total	**5,426,879**	**5,782,794**	**6.6**	**1,522,041**	**1,659,365**	**9.0**
PAD District 2						
Illinois	586,969	695,139	15.6	28,108	55,702	98.2
Indiana	693,369	681,413	(1.7)	9,021	14,190	57.3
Iowa	298,367	288,303	(3.4)	15,400	11,446	(25.7)
Kansas	260,522	253,237	(2.8)	20,731	24,690	19.1
Kentucky	329,045	368,109	11.9	19,802	28,712	45.0
Michigan	454,673	478,218	5.2	34,530	35,543	2.9
Minnesota	289,062	288,389	—	26,716	22,657	(15.2)
Missouri	448,082	472,721	5.5	30,606	14,865	(51.4)
Nebraska	186,417	188,890	1.3	20,354	17,673	(13.2)
North Dakota	93,017	87,289	(6.2)	5,888	7,299	24.0
Ohio	831,466	797,685	(4.1)	82,131	37,379	(54.5)
Oklahoma	387,890	368,795	(4.9)	48,886	41,613	(14.9)
South Dakota	95,079	90,150	(5.2)	3,848	9,497	146.8
Tennessee	513,316	527,263	2.7	39,131	67,809	73.3
Wisconsin	349,753	364,055	4.1	15,053	26,044	73.0
Total	**5,817,027**	**5,949,656**	**2.3**	**399,842**	**415,120**	**3.8**
PAD District 3						
Alabama	357,980	368,011	2.8	31,515	28,734	(8.8)
Arkansas	288,154	295,187	(2.4)	20,921	22,615	8.1
Louisiana	325,752	349,332	7.2	42,437	37,313	(12.1)
Mississippi	280,338	287,753	2.6	34,332	20,194	(41.2)
New Mexico	177,728	182,996	3.0	22,423	24,148	7.7
Texas	1,550,477	1,437,192	(7.3)	67,528	205,796	204.8
Total	**2,980,429**	**2,920,471**	**(2.0)**	**219,156**	**338,779**	**7.7**
PAD District 4						
Colorado	199,169	186,918	(6.2)	22,851	46,606	104.0
Idaho	97,057	98,003	1.0	7,248	11,332	56.3
Montana	106,862	105,048	(1.7)	113,792	113,791	—
Utah	132,393	139,467	5.3	7,377	25,122	240.5
Wyoming	115,572	102,219	(11.6)	22,118	22,094	—
Total	**651,053**	**631,655**	**(3.0)**	**173,386**	**118,945**	**(31.4)**
PAD District 5						
Alaska	106,978	97,190	(9.1)	31,254	15,828	(49.4)
Arizona	267,552	280,167	4.7	21,942	50,053	128.1
California	1,387,378	1,570,607	13.2	165,497	173,248	4.7
Hawaii	18,589	19,618	5.5	2,405	5,075	111.0
Nevada	92,782	97,170	4.7	17,298	31,625	82.3
Oregon	243,977	244,854	—	32,334	33,817	4.6
Washington	287,006	332,326	16.0	34,843	55,909	60.5
Total	**2,404,262**	**2,641,932**	**9.9**	**305,573**	**356,556**	**16.7**
U.S. Total	**17,279,650**	**17,926,508**	**3.7%**	**1,522,041**	**1,659,365**	**9.0%**

Source: Energy Information Administration, Petroleum Marketing Monthly, July 1987.

Diesel Fuel Consumption by States—1986[a]

The table below, prepared by the Federal Highway Administration, shows gross gal. of special fuels, but this is primarily diesel fuel. Included are small amounts of liquefied petroleum gas. In most cases, FHA says, the data reflect retail sales, although few states tax special fuels at the wholesale level. This report includes some estimates.

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	36,028	28,148	27,683	42,473	24,723	28,419	40,722	26,325	27,078	36,886	32,468	24,568	375,521
Alaska	5,435	17,316	10,334	12,785	4,165	−901	6,104	20,051	−6,856	17,995	6,104	6,641	99,173
Arizona	22,370	19,136	23,617	20,167	23,321	25,419	28,688	19,503	29,431	21,698	23,440	29,095	285,885
Arkansas	22,719	23,323	26,514	25,522	23,203	28,117	25,485	26,055	28,126	9,163	41,533	22,686	302,446
California	123,181	123,181	123,181	126,913	126,913	126,913	140,020	140,020	140,020	144,106	144,106	144,106	1,602,660
Colorado	10,896	17,094	17,791	14,635	15,841	19,907	15,065	15,530	18,513	11,547	17,636	16,278	190,733
Connecticut	14,396	12,257	15,807	16,651	15,843	14,758	15,450	16,756	15,881	17,167	12,821	15,101	182,888
Delaware	5,636	4,489	3,062	5,133	4,963	2,994	4,699	4,869	3,039	5,691	4,652	4,665	53,934
Dist. of Col.	1,891	1,719	1,763	1,828	1,942	1,851	1,966	1,931	1,302	1,959	1,566	1,781	21,499
Florida	64,885	62,165	66,154	65,963	64,652	59,403	58,256	58,514	58,366	66,070	59,282	65,242	748,952
Georgia	63,404	54,439	54,478	68,707	63,104	57,211	63,670	59,071	63,400	61,628	56,855	58,322	724,289
Hawaii	1,514	1,460	1,567	1,807	1,602	2,374	1,335	1,653	1,347	2,077	1,685	2,121	20,542
Idaho	11,687	12,649	1,158	10,618	11,040	1,227	13,619	10,589	920	13,897	11,730	869	100,003
Illinois	60,968	49,165	50,504	53,522	59,045	60,656	68,630	60,337	63,726	67,793	59,415	64,358	718,119
Indiana	60,263	50,959	58,891	62,423	58,175	83,542	33,743	90,925	29,325	57,061	64,519	45,493	695,319
Iowa	18,043	21,108	25,990	23,780	19,372	31,691	20,618	21,926	32,746	26,671	20,858	31,084	293,887
Kansas	18,405	21,419	20,359	24,658	25,630	23,952	26,489	17,838	26,553	18,345	31,018	18,759	273,425
Kentucky	30,721	26,381	31,065	29,335	30,114	31,516	25,870	31,292	27,282	29,861	42,377	33,773	369,587
Louisiana	38,599	29,748	24,676	30,023	22,916	34,538	27,667	24,074	31,164	32,985	32,735	30,475	359,600
Maine	11,331	11,833	9,546	10,221	13,723	9,875	11,984	13,440	10,747	13,195	12,323	14,958	143,176
Maryland	21,300	20,153	24,909	22,663	23,598	25,179	25,685	20,973	23,716	26,464	20,051	25,916	280,607
Massachusetts	19,024	19,892	21,705	23,371	20,528	23,040	22,868	21,965	25,517	23,601	19,833	27,063	268,407
Michigan	36,211	28,928	38,616	51,319	33,497	47,497	36,121	33,541	53,961	36,767	30,394	58,648	485,500
Minnesota	19,855	20,691	25,572	22,973	23,651	26,444	24,377	25,480	28,275	24,197	27,711	25,048	294,274
Mississippi	26,518	19,241	24,206	31,344	20,500	23,875	29,482	22,217	30,074	27,095	22,142	23,988	300,682
Missouri	36,145	32,219	39,154	49,725	26,881	41,618	47,756	32,961	49,552	45,461	35,100	45,796	482,368
Montana	10,890	5,569	7,729	10,459	6,636	9,446	11,325	6,505	10,422	11,715	7,060	9,436	107,192
Nebraska	12,758	14,961	17,529	13,826	17,398	17,850	13,763	17,683	18,049	15,284	16,517	17,127	192,745
Nevada	2,192	19,257	1,056	4,908	16,619	2,078	9,738	15,284	1,236	3,174	22,528	1,083	99,153
New Hampshire	6,668	833	3,815	4,976	2,734	5,069	4,986	2,419	5,449	5,350	3,302	6,333	51,934
New Jersey	38,014	39,402	34,132	41,081	37,474	38,760	37,777	34,644	38,452	38,153	35,371	40,319	453,579
New Mexico	41,162	6,111	1,246	36,643	8,279	940	32,158	12,953	1,200	29,014	17,025	988	187,719
New York	38,691	37,989	38,876	37,570	42,791	40,673	37,916	42,398	39,495	43,020	39,706	39,223	478,348
North Carolina	29,469	49,551	56,171	39,943	46,431	57,662	37,118	44,787	56,096	16,152	74,503	52,219	560,102
North Dakota	4,457	3,479	6,024	8,630	6,032	12,527	7,327	5,160	14,323	2,651	13,050	6,515	90,175
Ohio	67,418	60,842	64,011	72,082	66,424	62,792	64,552	73,654	73,130	73,771	71,655	63,633	813,964
Oklahoma	28,012	30,283	36,163	32,368	28,201	36,575	29,022	27,903	35,303	25,735	26,033	36,922	372,520
Oregon	20,821	20,821	20,821	20,821	20,821	20,821	20,821	20,821	20,821	20,821	20,821	20,821	249,852
Pennsylvania	67,197	61,507	67,532	70,808	69,744	69,308	69,074	69,592	71,114	76,170	67,514	67,739	827,299
Rhode Island	2,826	2,826	2,826	2,879	2,879	2,879	4,495	4,495	4,495	4,993	4,993	4,993	45,579
South Carolina	23,889	19,820	32,029	27,064	27,481	32,536	23,333	22,767	36,253	32,413	21,947	31,527	331,059
South Dakota	7,790	7,205	7,458	7,171	7,895	7,681	8,038	8,015	7,489	7,876	7,633	9,266	93,517
Tennessee	42,733	29,618	51,700	41,957	39,638	52,299	36,714	44,939	55,401	47,252	34,385	53,810	530,446
Texas	124,135	123,650	137,734	126,312	118,038	84,201	134,795	128,189	119,001	132,048	116,726	121,693	1,466,522
Utah	17,172	10,793	4,674	5,005	21,891	11,927	5,603	22,823	6,318	7,681	20,564	7,864	142,313
Vermont	2,415	5,323	2,314	2,854	4,890	2,849	1,673	6,676	2,776	1,320	6,905	427	41,022
Virginia	35,887	37,314	36,653	42,178	34,600	49,627	39,786	40,541	39,948	44,469	37,835	37,278	476,116
Washington	16,610	26,152	29,966	28,739	44,322	35,086	25,083	18,985	39,517	18,994	33,221	22,433	339,108
West Virginia	9,738	10,454	10,833	12,936	11,282	6,681	11,831	10,351	12,528	17,793	9,100	11,811	135,338
Wisconsin	28,257	24,140	36,376	25,761	28,601	37,055	26,448	29,788	38,891	29,746	29,003	37,413	371,485
Wyoming	11,043	8,615	10,487	8,911	10,830	12,133	11,965	12,819	11,951	5,551	10,532	19,105	133,942
U.S. Total	**1,471,671**	**1,385,628**	**1,486,457**	**1,574,441**	**1,480,893**	**1,540,570**	**1,521,712**	**1,542,027**	**1,572,861**	**1,551,126**	**1,580,283**	**1,556,838**	**18,264,507**

(a) This table shows gross gallons of special fuels (primarily diesel fuel with small amounts of liquefied petroleum gas) reported by the State Motor Fuel tax agencies. The data are not adjusted by FHWA. In most cases, the data reflect retail sales. Although a few states tax special fuels at the wholesale level. In some cases, corrections for Interstate Motor Carrier gallonage have not been made. Highway use of special fuels by month is reported in table MF-25 in the annual publication. "Highway Statistics."

Source: Federal Highway Administration, Monthly Gasoline Reports, June 1987.

Diesel Fuel Consumption by States—1987

The table below, prepared by the Federal Highway Administration, shows gross gallons of special fuels, but this is primarily diesel fuel. Included are small amounts of liquefied petroleum gases. In most cases, FHA says, the data reflect retail sales. This is a preliminary report for 1987 and includes some estimates by NPN to offset late reporting by some states.

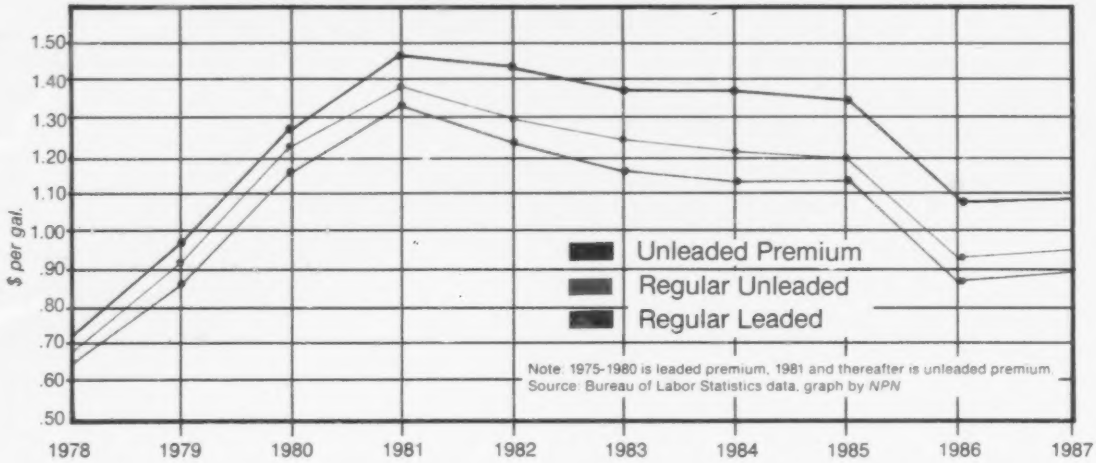
(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	36,156	32,112	28,031	35,432	36,189	28,867	45,579	29,000	34,875	40,775	32,278	30,530	409,826
Alaska	1,885	449	3,173	10,114	7,491	5,011	−6,018	−11,985	9,971	3,386	3,897	11,054	62,398
Arizona	19,452	16,626	20,200	23,444	23,883	23,962	26,907	21,720	22,274	22,274	22,274	22,274	267,290
Arkansas	19,113	33,283	27,554	24,635	25,725	31,010	26,636	26,927	29,460	11,307	42,896	28,079	328,659
California	132,305	132,305	132,305	139,512	139,512	139,512	152,359	152,359	152,359	141,392	141,392	141,392	1,696,704
Colorado	11,178	15,883	15,341	14,633	14,396	19,148	15,844	14,814	17,652	16,225	13,958	17,200	186,272
Connecticut	15,047	13,561	13,607	15,968	15,707	16,883	16,662	15,980	16,939	16,624	16,322	17,625	190,925
Delaware	4,304	5,791	3,303	5,376	5,589	6,464	6,559	5,481	3,224	4,664	5,720	3,019	59,494
Dist. of Col.	1,563	1,856	1,872	1,994	1,735	2,137	1,922	1,849	1,766	2,000	1,600	1,800	22,096
Florida	64,643	66,054	70,073	69,005	66,740	67,902	60,661	63,120	61,121	65,479	65,479	65,479	785,756
Georgia	59,159	58,049	63,626	70,136	65,124	73,097	70,855	53,243	71,720	70,205	65,395	62,225	782,834
Hawaii	2,240	1,361	1,650	2,295	1,615	1,634	2,027	1,827	2,090	2,148	1,342	1,117	21,346
Idaho	12,405	12,696	1,148	12,630	1,075	10,747	12,366	11,788	1,492	11,672	10,158	5,993	104,170
Illinois	62,163	51,714	60,833	64,555	[illegible]	64,101	66,961	61,243	63,127	69,366	54,449	60,563	739,434
Indiana	57,065	54,189	64,503	68,263	57,989	51,581	56,423	78,137	42,615	88,241	44,325	44,146	707,477
Iowa	23,184	20,508	31,270	24,398	20,158	31,933	25,331	26,512	35,196	27,854	27,607	30,252	324,203
Kansas	36,454	35,109	19,419	48,179	33,200	20,548	18,239	35,823	49,307	12,824	27,979	19,452	396,533
Kentucky	24,685	28,826	30,630	28,764	29,463	30,936	29,790	29,678	30,582	26,434	35,955	31,592	357,335
Louisiana	26,296	23,205	33,934	28,548	26,377	34,306	27,038	25,144	33,502	31,073	24,702	32,543	346,668
Maine	9,785	15,960	13,218	9,949	13,939	11,973	10,590	15,124	14,672	17,169	19,084	7,857	159,320
Maryland	21,792	21,590	24,353	24,015	23,174	24,817	26,132	25,630	28,351	22,647	25,177	25,389	293,067
Massachusetts	21,438	19,881	21,189	27,298	20,861	27,841	24,455	21,130	25,749	25,705	21,438	27,149	284,134
Michigan	32,215	31,621	50,452	44,555	33,257	61,800	34,838	34,958	61,508	39,013	35,564	58,561	518,342
Minnesota	22,908	20,723	26,005	24,979	25,120	30,764	26,437	27,687	24,341	33,376	27,830	27,018	317,188
Mississippi	27,705	19,914	26,336	27,051	23,048	27,413	26,340	21,491	27,053	30,129	24,184	22,192	303,056
Missouri	40,994	30,194	51,900	38,126	37,697	41,429	43,727	38,712	46,298	47,094	30,590	46,417	493,178
Montana	8,713	6,447	7,840	8,670	7,623	13,787	9,422	6,936	10,025	12,652	6,710	9,516	108,341
Nebraska	12,341	14,873	17,985	14,257	17,959	18,653	14,672	17,800	21,532	16,456	17,100	19,991	203,619
Nevada	6,818	17,306	1,249	8,387	15,125	1,676	10,443	15,233	8,719	10,946	17,448	7,560	120,910
New Hampshire	5,185	3,506	3,993	5,106	3,376	6,533	4,148	2,476	7,156	6,967	2,313	4,906	55,665
New Jersey	32,767	33,963	29,421	36,880	36,846	37,444	42,471	44,474	39,746	39,413	40,315	39,942	453,482
New Mexico	30,528	17,348	894	38,653	6,947	804	32,454	12,351	2,384	30,230	15,588	1,554	189,735
New York	36,758	41,044	40,227	40,181	42,423	44,331	40,709	45,206	42,166	43,166	48,271	41,292	505,774
North Carolina	27,707	52,499	53,719	42,772	50,924	60,242	41,221	50,593	57,504	43,235	53,993	53,071	587,480
North Dakota	4,618	6,288	2,285	10,536	10,331	9,958	7,208	8,092	9,334	8,699	5,818	6,838	91,005
Ohio	66,125	63,551	71,578	69,248	67,970	71,511	66,179	71,829	69,411	68,600	68,600	68,600	823,202
Oklahoma	27,869	24,884	38,064	30,591	40,088	37,042	30,386	29,636	38,110	32,002	27,273	32,525	388,470
Oregon	—	—	—	—	—	—	—	—	—	—	—	—	—
Pennsylvania	66,689	66,662	74,537	73,360	71,364	75,014	72,909	74,155	75,621	77,870	73,024	73,790	874,995
Rhode Island	4,399	4,399	4,399	5,211	5,211	5,211	5,509	5,509	5,509	3,620	3,620	3,620	56,217
South Carolina	18,567	24,560	28,094	4,625	24,219	39,288	18,380	24,693	32,950	24,197	148	33,765	307,507
South Dakota	7,002	6,524	8,049	7,322	7,342	7,750	8,107	8,297	8,305	9,384	7,592	6,890	92,564
Tennessee	36,646	37,059	59,358	46,230	33,010	58,968	45,672	38,018	61,016	48,139	41,237	59,676	565,029
Texas	103,903	103,845	126,257	120,364	99,601	123,793	97,431	105,872	116,023	129,081	91,562	117,884	1,335,616
Utah	7,314	22,437	6,246	17,393	9,244	10,201	4,470	22,024	5,033	10,276	21,874	12,410	148,912
Vermont	3,312	6,310	3,813	2,638	5,451	3,428	2,835	6,291	3,568	3,592	6,930	3,074	51,242
Virginia	40,210	37,149	37,111	45,286	38,871	43,771	53,724	42,257	42,449	45,471	37,422	44,364	508,085
Washington	16,593	29,854	28,438	32,097	17,461	26,155	29,958	28,488	31,148	14,617	35,161	28,438	318,408
West Virginia	10,027	7,884	13,103	10,571	11,770	14,999	15,244	12,161	14,696	15,368	6,136	20,438	152,395
Wisconsin	23,100	50,197	13,153	27,628	31,574	38,806	30,760	31,416	35,146	37,606	34,037	35,633	389,056
Wyoming	9,817	9,460	10,995	7,652	17,485	11,989	12,064	13,999	26,969	24,906	27,675	11,248	184,249
U.S. Total	1,393,145	1,451,541	1,514,733	1,589,512	1,481,638	1,647,170	1,549,238	1,569,168	1,513,945	1,267,889	1,119,502	1,037,944	18,603,363

Source: Federal Highway Administration, Monthly Gasoline Reports, 1987.

Average Pump Prices For Gasoline 1978-1987

($ per gal. including taxes and reflecting full-service, self-service etc.)



Note: 1975-1980 is leaded premium, 1981 and thereafter is unleaded premium.
Source: Bureau of Labor Statistics data, graph by *NPN*

Gasoline Prices by Grades and Months

(U.S. averages, retail, in ¢ per gal. including taxes and types of service.)

		Leaded Regular	Unleaded Regular	Unleaded Premium (a)	Average for All Types
1987	January	80.6	86.2	100.7	86.8
	February	84.8	90.5	104.7	91.1
	March	85.6	91.2	105.2	91.8
	April	87.9	93.4	107.3	94.0
	May	88.8	94.1	107.9	94.8
	June	90.6	95.8	109.8	96.6
	July	92.1	97.1	111.5	98.0
	August	94.6	99.5	113.9	100.4
	September	94.0	99.0	113.6	100.0
	October	93.1	97.6	112.8	98.8
	November	92.8	97.6	112.5	98.7
	December	91.2	96.1	111.9	97.5
	Average	**89.7**	**95.0**	**109.3**	**95.7**
1986	January	110.7	119.4	133.6	119.0
	February	103.4	112.0	128.2	111.9
	March	89.4	98.1	116.0	98.3
	April	81.5	88.8	106.1	89.5
	May	85.2	92.3	107.5	92.7
	June	88.5	95.5	110.0	95.8
	July	82.2	89.0	104.5	89.5
	August	77.8	84.3	99.9	84.8
	September	79.7	86.0	101.0	86.4
	October	77.1	83.1	98.7	83.7
	November	76.2	82.1	98.0	82.7
	December	76.4	82.3	98.4	83.0
	Average	**85.7**	**92.7**	**108.5**	**93.1**
1985	January	106.0	114.8	130.4	114.5
	February	104.1	113.1	129.0	112.8
	March	107.1	115.9	131.0	115.5
	April	111.9	120.5	134.0	119.9
	May	114.4	123.1	136.0	122.3
	June	115.3	124.1	137.1	123.3
	July	115.4	124.2	136.7	123.3
	August	114.3	122.9	135.9	122.2
	September	112.9	121.6	134.9	120.9
	October	111.7	120.4	134.2	119.8
	November	112.3	120.7	133.9	120.1
	December	112.3	120.8	134.4	120.3
	Average	**111.5**	**120.2**	**134.0**	**119.6**
Average	1984	112.9	121.2	136.6(a)	119.8
	1983	115.7	124.1	138.3(a)	122.5
	1982	122.2	129.6	141.5(a)	128.1
	1981(b)	131.1	137.8	141.5(a)	128.1
	1980	119.1	124.5	128.1(a)	122.1
	1978	62.6	67.0	69.4(a)	65.2
	1976	59.0	61.4	63.6(a)	NA

(a) In January 1984, this series was switched from leaded premium to unleaded premium to reflect changing market conditions.

(b) Data for 1981 and earlier are for leaded premium. Beginning in September 1981, Bureau of Labor Statistics changed the weights used in the calculation of average motor gasoline prices. In the fourth column above, gasohol is included and unleaded premium is weighted more heavily.

Source: Department of Energy, Monthly Energy Review, December 1988.

Retail Gasoline Prices by Months and Grades

All Types

SELECTED LOCAL AREAS

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average For Year
SIZE A (MORE THAN 1,200,000 POPULATION)													
Chicago-N'Western Ind.	$0.953	$0.976	$0.974	$1.018	$1.016	$1.031	$1.051	$1.078	$1.070	$1.055	$1.048	$1.031	$1.025
L.A.-Long Beach, Anaheim	.838	.944	.968	.985	.989	.974	.945	.953	.946	.937	.929	.908	.943
N.Y., N.Y.-N'Eastern N.J.	.868	.907	.923	.947	.966	.990	1.020	1.052	1.055	1.038	1.029	1.042	.986
Philadelphia, Pa.-N.J.	.843	.876	.887	.904	.915	.932	.954	.977	.974	.962	.963	.957	.929
San Francisco-Oakland	.828	.905	.943	.958	.959	.964	.961	.969	.976	.979	.976	.974	.949
SIZE B (360,000 to 1,200,000 POPULATION)													
Baltimore, Md.	.855	.891	.898	.912	.921	.995	1.017	1.043	1.043	1.028	1.026	1.014	.970
Boston, Mass.	.857	.893	.897	.916	.927	.943	.975	1.013	1.025	1.017	1.017	1.017	.958
Cleveland, Ohio	.904	.912	.911	.936	.945	.959	1.002	1.016	1.000	.979	.991	.981	.961
Miami, Fla.	.915	.961	.967	.997	1.008	1.030	1.046	1.082	1.085	1.073	1.059	1.058	1.023
St. Louis, Mo.-Ill.	.817	.849	.849	.865	.872	.931	.949	.967	.967	.955	.955	.945	.910
Washington,-Md.-Va.	.936	.964	.972	.992	1.004	1.048	1.083	1.105	1.109	1.094	1.097	1.094	1.042
SIZE C (50,000 to 360,000 POPULATION)													
Dallas-Fort Worth, Tex.	.809	.851	.846	.867	.874	.890	.907	.937	.937	.936	.929	.925	.882
Detroit, Mich.	.888	.891	.895	.928	.945	.963	1.004	1.037	1.024	1.002	1.005	.980	.964
Houston, Tex.	.830	.881	.876	.899	.906	.918	.934	.947	.949	.928	.920	.910	.908
Pittsburgh, Pa.	.837	.875	.876	.898	.891	.913	.938	.960	.956	.947	.956	.943	.916

Leaded Regular

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average For Year
SIZE A (MORE THAN 1,200,000 POPULATION)													
Chicago-N'Western Ind.	0.891	0.923	0.923	0.963	0.965	0.980	1.003	1.027	1.015	0.991	0.983	0.958	.968
L.A.-Long Beach, Anaheim	.789	.887	.911	.933	.937	.328	.908	.916	.908	.916	.902	.879	.901
N.Y., N.Y.-N'Eastern N.J.	.783	.821	.837	.858	.877	.909	.941	.971	.977	.965	.952	.940	.903
Philadelphia-N.J.	.802	.831	.846	.864	.877	.901	.921	.942	.939	.931	.923	.916	.891
San Francisco-Oakland	.748	.826	.853	.869	.875	.872	.873	.891	.898	.913	.908	.911	.870
SIZE B (360,000 to 1,200,000 POPULATION)													
Baltimore, Md.	.786	.826	.833	.851	.860	.940	.964	.989	.991	.975	.971	.963	.913
Boston, Mass.	.781	.815	.822	.844	.858	.872	.900	.943	.950	.940	.939	.937	.883
Cleveland, Ohio	.820	.820	.830	.862	.864	.860	.933	.934	.915	.898	.905	.898	.888
Miami, Fla.	.852	.892	.902	.931	.939	.966	.964	.997	.992	.983	.981	.986	.949
St. Louis, Mo.-Ill.	.756	.793	.793	.810	.810	.869	.891	.913	.910	.905	.903	.891	.853
Washington-Md.-Va.	.818	.845	.848	.865	.885	.918	.950	.974	.975	.952	.957	.948	.911
SIZE C (50,000 to 360,000 POPULATION)													
Dallas-Fort Worth, Tex.	.776	.812	.807	.829	.835	.854	.868	.903	.903	.904	.893	.886	.856
Detroit, Mich.	.812	.809	.823	.862	.889	.909	.946	.980	.966	.950	.941	.914	.900
Houston, Tex.	.769	.818	.816	.839	.847	.860	.881	.898	.896	.872	.871	.856	.852
Pittsburgh, Pa.	.811	.845	.848	.869	.863	.882	.909	.933	.927	.916	.924	.912	.887

Unleaded Regular

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average For Year
SIZE A (MORE THAN 1,200,000 POPULATION)													
Chicago-N'Western Ind.	0.929	0.954	0.949	0.996	0.994	1.009	1.028	1.057	1.050	1.037	1.029	1.015	1.004
L.A.-Long Beach, Anaheim	.827	.938	.963	.978	.962	.967	.934	.943	.937	.915	.907	.885	.931
N.Y., N.Y.-N'Eastern N.J.	.823	.861	.875	.900	.917	.939	.988	1.001	1.004	.983	.975	.983	.936
Philadelphia-N.J.	.814	.844	.855	.871	.881	.897	.917	.942	.938	.924	.929	.922	.895
San Francisco-Oakland	.828	.906	.945	.959	.960	.967	.968	.965	.993	.987	.984	.978	.955
SIZE B (360,000 to 1,200,000 POPULATION)													
Baltimore, Md.	.824	.860	.867	.877	.885	.960	.982	1.008	1.005	.991	.989	.976	.935
Boston, Mass.	.830	.866	.869	.884	.895	.911	.946	.981	.996	.990	.989	.988	.929
Cleveland, Ohio	.886	.892	.893	.915	.929	.940	.980	.997	.977	.956	.968	.958	.941
Miami, Fla.	.882	.927	.928	.957	.970	.988	1.004	1.038	1.042	1.036	1.016	1.009	.983
St. Louis, Mo.-Ill.	.807	.839	.838	.852	.860	.920	.937	.954	.955	.937	.937	.929	.899
Washington-Md.-Va.	.899	.927	.932	.954	.965	1.008	1.040	1.064	1.065	1.043	1.045	1.039	.998
SIZE C (50,000 to 360,000 POPULATION)													
Dallas-Fort Worth, Tex.	.797	.841	.837	.859	.867	.880	.897	.924	.925	.922	.915	.913	.881
Detroit, Mich.	.907	.906	.906	.938	.953	.970	1.011	1.040	1.028	1.005	1.011	.988	.972
Houston, Tex.	.806	.860	.852	.875	.883	.893	.905	.911	.916	.898	.884	.876	.880
Pittsburgh, Pa.	.816	.858	.857	.882	.871	.897	.922	.943	.940	.931	.940	.925	.899

Unleaded Premium

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average For Year
SIZE A (MORE THAN 1,200,000 POPULATION)													
Chicago-N'Western Ind.	1.134	1.150	1.145	1.177	1.175	1.186	1.208	1.234	1.222	1.199	1.195	1.180	1.184
L.A.-Long Beach, Anaheim	1.011	1.109	1.134	1.147	1.147	1.132	1.103	1.109	1.100	1.103	1.093	1.080	1.107
N.Y., N.Y.-N'Eastern N.J.	.987	1.028	1.044	1.069	1.083	1.105	1.134	1.167	1.169	1.155	1.146	1.162	1.104
Philadelphia-N.J.	.989	1.026	1.032	1.045	1.057	1.068	1.098	1.120	1.115	1.107	1.110	1.104	1.070
San Francisco-Oakland	.976	1.049	1.074	1.091	1.088	1.084	1.077	1.090	1.097	1.114	1.114	1.113	1.081
SIZE B (360,000 to 1,200,000 POPULATION)													
Baltimore, Md.	.996	1.027	1.032	1.047	1.052	1.119	1.141	1.169	1.170	1.155	1.152	1.140	1.100
Boston, Mass.	.963	1.023	1.024	1.038	1.048	1.066	1.094	1.131	1.143	1.135	1.136	1.138	1.080
Cleveland, Ohio	1.081	1.112	1.090	1.113	1.122	1.132	1.181	1.193	1.189	1.164	1.177	1.167	1.143
Miami, Fla.	.975	1.026	1.031	1.060	1.070	1.093	1.112	1.151	1.153	1.133	1.118	1.118	1.087
St. Louis, Mo.-Ill.	1.003	1.031	1.030	1.038	1.047	1.099	1.118	1.133	1.132	1.134	1.135	1.122	1.085
Washington-Md.-Va.	1.146	1.170	1.180	1.197	1.204	1.255	1.289	1.302	1.302	1.288	1.290	1.289	1.245
SIZE C (50,000 to 360,000 POPULATION)													
Dallas-Fort Worth, Tex.	.927	.970	.961	.980	.980	1.000	1.020	1.052	1.046	1.051	1.043	1.039	1.006
Detroit, Mich.	.987	1.030	1.037	1.062	1.068	1.093	1.146	1.184	1.162	1.131	1.146	1.113	1.097
Houston, Tex.	.996	1.045	1.041	1.062	1.070	1.085	1.095	1.106	1.103	1.081	1.071	1.064	1.068
Pittsburgh, Pa.	1.010	1.036	1.049	1.054	1.062	1.073	1.095	1.116	1.107	1.102	1.119	1.109	1.078

and Population Areas—1987(a)

Population Sizes and Regions

Leaded Regular

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average For Year
U.S. city average	$0.806	$0.848	$0.856	$0.879	$0.888	$0.906	$0.921	$0.946	$0.940	$0.931	$0.928	$0.912	$0.897
Region and area size													
Northeast urban	.803	.839	.849	.867	.879	.903	.931	.956	.955	.945	.941	.933	.900
Size A—More than 1,200,000	.791	.826	.839	.859	.872	.897	.923	.951	.953	.943	.936	.926	.893
Size B—500,000 to 1,200,000	.815	.857	.867	.883	.895	.912	.948	.978	.967	.951	.957	.948	.915
Size C—50,000 to 500,000	.834	.873	.871	.884	.888	.919	.939	.950	.944	.941	.936	.930	.909
North Central urban	.832	.843	.848	.883	.894	.925	.950	.986	.967	.952	.953	.933	.864
Size A—More than 1,200,000	.820	.832	.837	.873	.882	.909	.944	.966	.955	.936	.939	.919	.901
Size B—360,000 to 1,200,000	.832	.847	.855	.893	.912	.942	.951	.991	.980	.953	.955	.917	.919
Size C—50,000 to 360,000	.846	.849	.845	.880	.888	.922	.938	1.004	.979	.969	.976	.956	.921
South urban	.808	.847	.845	.865	.871	.890	.905	.927	.923	.909	.909	.897	.883
Size A—More than 1,200,000	.783	823	.824	.849	.854	.879	.895	.920	.921	.908	.904	.894	.871
Size B—450,000 to 1,200,000	.821	.853	.847	.872	.881	.896	.909	.931	.926	.914	.914	.915	.890
Size C—50,000 to 450,000	.821	.865	.863	.876	.877	.895	.911	.933	.922	.902	.904	.880	.887
West urban	.761	.859	.879	.896	.905	.908	.906	.928	.928	.931	.923	.903	.896
Size A—More than 1,250,000	.781	.866	.887	.907	.914	.911	.900	.919	.914	.917	.906	.886	.892
Size B—330,000 to 1,250,000	.786	.859	.877	.890	.908	.922	.925	.938	.949	.961	.951	.941	.909
Size C—50,000 to 330,000	.774	.829	.844	.860	.868	.883	.920	.961	.970	.962	.966	.932	.898

Unleaded Regular

U.S. city average	$0.862	$0.905	$0.912	$0.934	$0.941	$0.958	$0.971	$0.995	$0.990	$0.976	$0.976	$0.961	$0.948
Region and area size													
Northeast urban	.853	.867	.896	.916	.927	.948	.976	.999	1.001	.986	.987	.979	.946
Size A—More than 1,200,000	.821	.858	.868	.889	.902	.922	.949	.979	.981	.965	.963	.964	.922
Size B—500,000 to 1,200,000	.916	.954	.962	.984	.992	1.012	1.052	1.071	1.074	1.065	1.068	1.040	1.023
Size C—50,000 to 500,000	.910	.934	.941	.958	.967	.994	1.012	.993	.983	.985	.969	.962	.970
North Central urban	.888	.899	.895	.932	.936	.966	.991	1.025	1.007	.987	.996	.976	.958
Size A—More than 1,200,000	.893	.906	.902	.938	.943	.968	.997	1.023	1.012	.992	.999	.978	.963
Size B—360,000 to 1,200,000	.874	.879	.881	.914	.924	.950	.972	1.011	.963	.950	.969	.929	.936
Size C—50,000 to 360,000	.889	.894	.879	.922	.924	.962	.971	1.037	1.016	1.002	1.012	.995	1.040
South urban	.868	.906	.905	.924	.929	.951	.966	.985	.983	.972	.968	.955	.943
Size A—More than 1,200,000	.840	.881	.882	.906	.912	.939	.956	.980	.982	.967	.969	.953	.930
Size B—450,000 to 1,200,000	.878	.912	.910	.931	.936	.957	.968	.986	.986	.994	.983	.966	.950
Size C—50,000 to 450,000	.888	.929	.927	.938	.942	.958	.974	.989	.977	.960	.959	.938	.948
West urban	.838	.923	.946	.961	.967	.966	.954	.974	.974	.959	.956	.940	.946
Size A—More than 1,250,000	.829	.923	.948	.963	.967	.962	.941	.960	.957	.937	.932	.911	.936
Size B—330,000 to 1,250,000	.886	.967	.981	.993	1.010	1.018	1.020	1.035	1.043	1.049	1.036	1.044	1.007
Size C—50,000 to 330,000	.841	.898	.911	.925	.931	.953	.996	1.025	1.040	1.039	1.048	.961	.957

Unleaded Premium

U.S. city average	$1.007	$1.047	$1.052	$1.073	$1.079	$1.098	$1.115	$1.139	$1.136	$1.128	$1.125	$1.119	$1.093
Region and area size													
Northeast urban	.997	1.034	1.042	1.062	1.073	1.094	1.125	1.153	1.156	1.145	1.142	1.149	1.098
Size A—More than 1,200,000	.987	1.027	1.039	1.059	1.073	1.092	1.120	1.152	1.153	1.142	1.137	1.147	1.094
Size B—500,000 to 1,200,000	1.006	1.044	1.034	1.057	1.065	1.084	1.130	1.156	1.162	1.157	1.157	1.160	1.101
Size C—50,000 to 500,000	1.043	1.059	1.071	1.078	1.091	1.117	1.150	1.140	1.150	1.137	1.136	1.134	1.109
North Central urban	1.022	1.042	1.038	1.073	1.073	1.100	1.128	1.156	1.141	1.125	1.134	1.112	1.095
Size A—More than 1,200,000	1.053	1.076	1.070	1.099	1.103	1.124	1.158	1.180	1.171	1.153	1.160	1.140	1.124
Size B—360,000 to 1,200,000	1.071	1.071	1.062	1.102	1.093	1.130	1.151	1.191	1.193	1.172	1.176	1.153	1.130
Size C—50,000 to 360,000	.903	.921	.932	.982	.973	1.013	1.029	1.080	1.042	1.033	1.050	1.016	.998
South urban	1.015	1.044	1.043	1.062	1.070	1.094	1.109	1.132	1.129	1.121	1.116	1.109	1.087
Size A—More than 1,200,000	1.002	1.041	1.044	1.068	1.072	1.104	1.122	1.150	1.153	1.141	1.133	1.128	1.097
Size B—450,000 to 1,200,000	1.016	1.043	1.044	1.068	1.070	1.095	1.111	1.131	1.115	1.106	1.102	1.094	1.083
Size C—50,000 to 450,000	1.039	1.057	1.047	1.054	1.073	1.088	1.098	1.117	1.111	1.110	1.109	1.096	1.083
West urban	.996	1.074	1.095	1.110	1.113	1.109	1.097	1.115	1.114	1.119	1.112	1.102	1.096
Size A—More than 1,250,000	1.000	1.086	1.111	1.125	1.127	1.117	1.095	1.107	1.101	1.105	1.098	1.086	1.097
Size B—330,000 to 1,250,000	.990	1.060	1.064	1.076	1.089	1.106	1.113	1.140	1.158	1.165	1.154	1.148	1.105
Size C—50,000 to 330,000	.990	1.023	1.037	1.067	1.067	1.077	1.101	1.145	1.146	1.158	1.158	1.143	1.093

(a) Bureau of Labor Statistics again reduced the amount of data it made available for 1987. The prices set forth are in $ per gal., federal and state taxes included, and are representative of full-service, self-service and mini-service. The selected local areas and the population groups are Standard Metropolitan Statistical Areas as used by BLS and Census Bureaus.

Source: Bureau of Labor Statistics, Department of Commerce.

Retail Gasoline Prices For Selected Areas[a]

	1987 (b)				1986				1985			
Standard Metropolitan Statistical Areas	**Lead Reg.**	**Unld. Reg.**	**Unld. Prem.**	**All Types**	**Lead Reg.**	**Unld. Reg.**	**Unld. Prem.**	**All Types**	**Lead Reg.**	**Unld. Reg.**	**Unld. Prem.**	**All Types**
U.S. City Average	**$0.897**	**$0.948**	**$1.093**	**$0.979**	**$0.857**	**$0.928**	**$1.085**	**$0.931**	**$1.12**	**$1.20**	**$1.34**	**$1.20**
Size A - (Population 1,250,000 And Up)												
Chicago-N'Western Ind.	.968	1.004	1.184	1.025	.911	.953	1.173	.978	1.09	1.15	1.42	1.26
L.A.-Long Beach, Anaheim	.901	.931	1.107	.943	.829	.957	1.129	.967	1.08	1.19	1.36	1.19
N.Y., N.Y.-N'Eastern N.J.	.903	.936	1.104	.986	.859	.908	1.078	.954	1.11	1.19	1.33	1.22
Philadelphia, PA	.891	.895	1.070	.929	.869	.880	1.057	.913	1.11	1.16	1.32	1.18
San Francisco-Oakland	.870	.955	1.081	.949	.869	.976	1.155	.974	1.14	1.25	1.41	1.25
Size B - (Population 360,000 to 1,250,000)												
Anchorage, Alas.	—	—	—	—	.950	.997	1.143	.993	1.18	1.24	NA	1.23
Baltimore, Md.	.913	.935	1.100	.970	.378	.921	1.101	.954	1.09	1.16	1.33	1.19
Boston, Mass.	.883	.929	1.080	.958	.858	.922	1.078	.946	1.08	1.17	1.33	1.19
Cincinnati, Ohio-Ky.-Ind.	—	—	—	—	.813	.853	1.057	.868	1.09	1.15	1.31	1.15
Cleveland, Ohio	.888	.941	1.143	.961	.821	.902	1.118	.925	1.09	1.18	1.35	1.19
Denver-Boulder, Colo.	—	—	—	—	.788	.873	1.020	.845	1.06	1.16	1.29	1.12
Miami, Fla.	.949	.983	1.087	1.023	.895	.953	1.043	.975	1.12	1.21	1.31	1.23
Milwaukee, Wis.	—	—	—	—	.857	.899	1.048	.898	1.13	1.20	1.33	1.19
N'Eastern Penna.	—	—	—	—	.869	.910	1.078	.917	1.15	1.23	1.35	1.21
Portland, Ore.-Wash.	—	—	—	—	.839	.921	1.054	.902	1.12	1.20	1.39	1.19
St. Louis, Mo.-Ill.	.853	.899	1.085	.910	.800	.865	1.083	.876	1.06	1.14	1.31	1.13
San Diego, Calif.	—	—	—	—	.877	1.000	1.198	.986	1.12	1.25	1.41	1.24
Seattle-Everett, Wash.	—	—	—	—	.890	.970	1.116	.958	1.15	1.22	1.35	1.21
Washington, D.C.-Md.-Va.	.911	.998	1.245	1.042	.891	.983	1.228	1.022	1.15	1.26	1.41	1.27
Size C - (Population 50,000 to 360,000)												
Atlanta, Ga.	—	—	—	—	.768	.888	1.021	.877	1.09	1.20	1.34	1.19
Buffalo, N.Y.	—	—	—	—	.861	.891	1.010	.899	1.15	1.20	1.31	1.20
Dallas-Fort Worth, Tex.	.856	.881	1.006	.892	.788	.831	.962	.836	1.10	1.14	1.32	1.16
Detroit, Mich.	.900	.972	1.097	.964	.833	.944	1.048	.923	1.17	1.26	1.37	1.25
Honolulu, Hawaii	—	—	—	—	1.080	1.221	1.326	1.206	1.27	1.40	NA	1.39
Houston, Tex.	.852	.880	1.068	.908	.753	.796	1.000	.821	1.02	1.11	1.28	1.11
Kansas City, Mo.-Kan.	—	—	—	—	.758	.817	.997	.801	1.04	1.12	1.25	1.11
Minneapolis-St. Paul, Minn.-Wis.	—	—	—	—	.903	.970	1.079	.952	1.17	1.25	1.34	1.23
Pittsburgh, Pa.	.887	.899	1.078	.916	.855	.883	1.057	.894	1.15	1.22	1.37	1.23

(a)In $/gal., including federal and state taxes and reflecting full-service, self-service and mini-service; The areas are the standard metropolitan statistical areas as defined by BLS and the Census Bureau;

(b) In 1987, BLS reduced its roster of areas to 15, as indicated in the 1987 reports; in its 1987 reports, BLS also reclassified Detroit, Cleveland and San Francisco-Oakland, moving them into different population categories.

Source: Bureau of Labor Statistics, Department of Commerce.

Wholesale Price Trends Through 1986

	Refinery products in eight refinery markets representing total U.S.						Crude	
					Average 4 products			
Year	Motor gasoline ¢ gal.	Kero-sine ¢ gal.	Light fuel ¢ gal.	Heavy fuel ¢ gal.	¢ gal	$/bbl.	8 areas $/bbl.	Products vs. crude $/bbl.
1987(a)	53.22	56.75	52.25	45.36	50.89	21.37	15.53	5.84
1986	47.74	49.92	44.91	36.23	43.97	18.47	12.66	5.81
1985	81.11	81.69	76.66	56.41	73.06	30.69	24.090	6.60
1984	81.14	84.75	79.62	59.14	74.49	31.29	25.880	5.41
1983	86.97	85.12	80.05	57.30	75.33	31.64	26.190	5.51
1982	94.56	97.18	91.95	57.80	82.44	34.62	28.520	6.10
1981	101.63	101.03	97.20	61.17	88.75	37.28	31.770	5.51
1980	87.40	80.26	78.21	44.43	72.77	30.56	21.190	9.38
1979	56.84	56.50	54.47	33.63	49.50	20.79	12.640	8.15
1978	39.22	37.23	35.66	23.00	33.72	14.16	9.000	5.16
1977	36.99	35.81	34.41	25.87	32.21	13.95	8.570	5.38
1976	33.82	31.67	30.38	21.66	29.55	12.41	8.141	4.26
1975	30.27	27.41	26.09	22.03	27.03	11.35	7.560	3.79
1970	12.33	12.43	10.45	6.14	10.20	4.28	3.177	1.103
1965	11.52	11.28	9.04	4.81	9.12	3.83	2.864	0.966

(a) Preliminary

Source: Independent Petroleum Assn. of America. Product figures reflect trends in prices but not the actual sales realizations for producers or refiners.

Supplier Gasoline Prices, by Type of Seller

(¢ per gal., excluding taxes)

	Major Refiners			Other Refiners			Average		
	Sales to End-Users			Sales to End-Users			Sales to End-Users		
Year Month	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale
1987									
January	61.2	54.4	54.2	57.3	51.2	50.1	60.1	53.0	53.3
February	63.8	57.3	56.3	60.1	51.9	50.7	62.8	54.3	55.0
March	64.8	56.4	57.5	60.8	52.3	52.2	63.7	54.3	56.2
April	66.6	58.9	59.1	62.5	55.4	53.7	65.4	57.2	57.7
May	68.0	59.7	60.7	63.7	56.7	55.5	66.7	58.3	59.4
June	69.3	61.5	61.8	65.4	56.8	57.3	68.2	58.9	60.7
July	70.9	63.3	63.4	67.2	59.3	59.1	69.8	61.3	62.5
August	73.1	64.5	64.7	69.3	60.2	59.8	72.0	62.1	63.6
September	72.0	61.1	61.8	69.1	58.9	56.3	71.1	60.0	60.6
October	71.3	61.7	61.7	67.9	59.8	56.6	70.2	60.8	60.5
November	71.0	62.1	61.2	67.5	58.1	55.1	69.9	59.9	59.9
December	69.2	58.8	57.3	65.2	54.7	49.6	68.0	56.6	55.6
1987 Average	**68.4**	**59.9**	**60.1**	**64.7**	**56.2**	**54.8**	**67.3**	**58.0**	**58.9**
1986									
January	91.7	81.3	78.5	88.0	79.8	71.0	90.5	80.8	76.7
February	83.6	71.2	67.3	78.7	68.5	58.2	82.1	70.3	65.1
March	68.0	57.2	54.1	64.2	53.1	46.9	66.9	55.7	52.4
April	60.7	54.6	52.9	58.1	52.1	48.1	59.9	53.8	51.8
May	65.1	60.3	59.1	62.6	57.7	54.3	64.4	59.5	57.9
June	66.7	58.8	55.9	64.1	55.0	49.9	65.9	57.5	54.4
July	60.1	49.3	47.2	57.3	45.9	40.8	59.3	48.0	45.7
August	57.3	49.7	49.0	54.0	45.5	44.0	56.3	47.8	47.9
September	57.9	50.0	49.8	55.1	47.2	44.6	57.1	48.8	48.6
October	54.8	47.4	47.1	52.1	44.7	42.8	54.0	46.2	46.1
November	54.7	48.5	48.1	51.7	45.0	43.8	53.9	46.8	47.1
December	56.0	49.2	48.5	52.4	45.5	43.9	54.9	47.6	47.4
1986 Average	**64.1**	**57.6**	**54.4**	**61.2**	**52.7**	**48.7**	**63.2**	**55.8**	**53.1**
1985 Average	**93.0**	**85.7**	**84.7**	**89.8**	**83.5**	**79.9**	**92.1**	**85.2**	**83.5**
1984 Average	**92.0**	**85.7**	**84.2**	**90.0**	**84.9**	**80.2**	**91.4**	**85.6**	**83.2**
1982 Average	**108.2**	**101.1**	**98.3**	**105.6**	**100.2**	**94.3**	**107.2**	**100.9**	**97.3**
1980 Average	**105.6**	**98.7**	**95.1**	**103.0**	**97.8**	**91.3**	**104.6**	**98.5**	**94.1**
1978 Average	**49.4**	**46.2**	**43.8**	**48.2**	**45.8**	**42.1**	**48.9**	**46.1**	**43.4**

Supplier Gasoline Prices, by Grade and Type

(¢ per gal., excluding taxes)

	Leaded Regular			Unleaded Regular			Premium		
	Sales to End-Users			Sales to End-Users			Sales to End-Users		
Year Month	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale
1987									
January	54.6	52.4	50.9	58.7	51.8	51.6	71.1	60.4	60.8
February	57.7	53.7	52.6	61.1	53.3	53.2	74.1	62.5	63.0
March	58.6	54.3	53.9	62.0	53.0	54.4	75.1	63.5	64.4
April	60.3	57.4	55.5	63.7	55.8	55.8	76.8	65.0	65.9
May	61.5	58.7	57.2	65.0	56.8	57.4	77.9	66.3	67.5
June	63.4	60.0	58.5	66.5	57.2	58.7	78.6	66.9	68.9
July	65.0	60.8	60.5	68.2	59.9	60.5	79.5	69.2	70.6
August	67.1	61.4	61.3	70.3	60.8	61.6	82.3	71.0	71.8
September	66.2	60.6	58.3	69.3	58.3	58.4	81.7	68.0	69.1
October	65.2	61.0	58.2	68.1	59.1	58.3	80.9	68.7	68.6
November	64.9	58.8	57.4	67.7	58.5	57.5	80.8	67.5	68.3
December	62.9	57.3	52.1	65.4	54.7	53.2	78.8	66.9	64.7
1987 Average	**62.1**	**57.8**	**56.4**	**65.5**	**56.5**	**56.9**	**78.2**	**66.5**	**67.1**
1986									
January	83.6	78.4	72.4	90.6	80.6	76.5	103.9	89.1	86.4
February	75.1	66.9	60.3	81.9	70.0	64.8	96.9	81.0	76.3
March	60.1	52.3	48.2	66.3	55.3	51.9	82.5	66.4	62.7
April	54.0	52.3	49.2	59.3	52.8	51.1	73.2	61.1	59.7
May	58.9	58.1	55.2	64.1	58.7	57.4	76.0	66.0	65.5
June	60.5	56.2	51.3	65.4	56.5	53.8	77.3	64.4	62.7
July	53.7	46.4	42.5	58.3	47.0	44.8	71.5	55.2	54.1
August	50.6	47.1	45.1	55.3	47.0	46.9	68.3	53.8	55.5
September	51.5	48.4	45.8	55.8	47.9	47.4	68.8	54.0	56.5
October	48.4	45.3	43.5	52.6	45.3	44.7	65.8	52.8	53.8
November	48.3	45.8	44.6	52.3	45.8	45.6	65.6	53.8	54.7
December	49.1	46.4	44.7	53.3	46.6	45.8	86.6	54.9	55.1
1986 Average	**57.8**	**54.4**	**50.1**	**62.4**	**54.9**	**52.2**	**74.8**	**63.0**	**61.0**
1985 Average	**84.6**	**82.0**	**79.3**	**92.5**	**86.1**	**84.3**	**103.0**	**92.8**	**92.2**
1984 Average	**85.1**	**82.8**	**79.5**	**92.2**	**86.5**	**84.2**	**102.1**	**93.7**	**91.6**
1983 Average	**91.2**	**88.1**	**85.0**	**98.0**	**91.5**	**89.5**	**108.0**	**96.1**	**96.4**

Source: Energy Information Administration, Petroleum Marketing Monthly, December 1987, published March 1988.

Supplier Product Prices for Resale

(¢ per gal., excluding taxes)

Year Month	Motor Gasoline	Aviation Gasoline	Kerosine-Type Jet Fuel	Propane (Consumer Grade)	Kerosine	No. 1 Distillate	No. 2 Distillate			No. 4 Fuel	Residual Fuel Oil
							No. 2 Fuel Oil	No. 2 Diesel Fuel	Average		
1987											
January	53.3	82.9	49.0	25.0	59.1	56.8	50.6	49.5	50.1	46.3	37.7
February	55.0	84.3	49.5	24.5	56.7	54.7	49.3	49.5	49.3	45.2	37.2
March	56.2	83.6	49.2	23.7	54.0	53.8	49.0	48.7	48.8	44.1	36.3
April	57.7	83.7	50.0	24.5	55.2	54.8	49.4	49.6	49.5	44.7	37.2
May	59.4	85.4	51.1	24.0	54.7	57.2	51.5	52.0	51.7	45.5	39.8
June	60.7	86.9	52.6	23.5	55.2	58.0	52.6	53.0	52.8	45.1	42.2
July	62.5	86.4	55.0	24.4	56.7	60.2	54.8	55.0	54.9	47.5	43.3
August	63.6	86.8	56.6	25.6	58.9	62.3	55.1	57.0	56.1	51.2	42.8
September	60.6	86.7	55.8	26.1	58.5	61.8	53.2	55.9	54.6	48.4	39.0
October	60.5	86.8	57.9	26.8	62.7	66.0	56.7	58.1	57.4	49.2	38.8
November	59.9	87.1	58.4	27.1	63.5	66.5	57.0	57.9	57.4	49.6	37.4
December	55.6	86.1	55.7	26.1	60.7	60.6	54.2	53.9	54.1	46.6	33.8
1987 Average	**58.9**	**85.7**	**53.6**	**25.2**	**59.2**	**59.9**	**52.7**	**53.4**	**53.0**	**46.8**	**38.6**
1986											
January	76.7	111.0	77.9	44.0	83.8	82.8	73.6	73.3	73.5	65.1	51.8
February	65.1	108.9	67.7	35.4	67.1	63.8	56.4	56.1	56.3	51.2	38.7
March	52.4	105.1	58.6	29.2	60.8	57.6	51.9	47.4	50.0	44.4	31.8
April	51.8	97.8	50.0	27.3	52.2	56.6	45.9	46.3	46.1	40.2	28.0
May	57.9	95.6	47.5	28.5	50.1	53.9	45.2	44.2	44.7	34.8	26.5
June	54.4	91.7	44.5	28.3	49.3	46.8	40.0	39.6	39.7	35.1	26.2
July	45.7	86.3	40.1	25.3	41.1	40.9	34.8	34.0	34.4	28.0	21.9
August	47.9	83.7	39.8	24.6	47.8	48.1	40.0	38.8	39.3	33.4	23.4
September	48.6	81.6	42.5	24.8	49.1	49.1	41.6	41.8	41.7	33.4	28.1
October	46.1	82.9	43.4	25.1	47.9	48.2	41.0	40.9	41.0	32.3	27.6
November	47.1	81.7	43.7	24.3	51.3	50.6	42.4	41.9	42.1	35.9	27.4
December	47.4	81.4	45.2	23.6	53.4	51.4	44.2	43.4	43.9	39.6	30.4
1986 Average	**53.1**	**91.2**	**49.5**	**29.0**	**60.6**	**57.9**	**48.6**	**45.2**	**47.0**	**40.9**	**30.5**
1985 Average	**83.5**	**113.0**	**79.4**	**39.8**	**87.4**	**86.3**	**77.6**	**77.2**	**77.4**	**67.2**	**57.7**
1984 Average	**83.2**	**116.5**	**83.0**	**45.0**	**91.6**	**89.2**	**82.1**	**80.3**	**81.3**	**70.7**	**65.4**
1982 Average	**97.3**	**122.8**	**95.3**	**42.7**	**101.8**	**103.8**	**91.4**	**91.4**	**91.4**	**73.7**	**61.2**
1980 Average	**94.1**	**112.8**	**86.6**	**41.5**	**86.4**	**88.0**	**80.3**	**80.1**	**80.2**	**67.0**	**52.8**
1978 Average	**43.4**	**53.7**	**38.6**	**23.7**	**40.4**	**40.6**	**36.9**	**36.5**	**36.7**	**30.5**	**26.3**

Supplier Product Prices for End-Users

(¢ per gal., excluding taxes)

Year Month	Motor Gasoline	Aviation Gasoline	Kerosine-Type Jet Fuel	Propane (Consumer Grade)	Kerosine	No. 1 Distillate	No. 2 Distillate			No. 4 Fuel	Residual Fuel Oil
							No. 2 Fuel Oil	No. 2 Diesel Fuel	Average		
1987											
January	59.3	87.9	45.9	72.8	82.8	57.8	58.2	50.5	52.1	51.8	41.5
February	61.7	89.7	49.2	74.8	80.4	56.7	58.8	51.6	53.1	51.5	41.1
March	62.4	90.3	50.0	73.2	82.0	55.9	55.1	51.0	51.8	48.0	39.4
April	64.5	89.8	51.0	63.3	78.2	56.1	54.9	51.4	51.9	49.4	41.9
May	65.8	90.0	52.4	71.5	66.8	55.0	54.7	53.1	53.3	50.8	43.3
June	67.0	90.6	53.3	68.0	59.8	56.3	54.5	54.0	54.1	51.1	44.7
July	68.8	91.1	55.6	64.8	60.4	57.5	56.5	56.1	56.1	52.8	46.2
August	70.9	92.0	58.2	67.8	60.1	64.1	57.8	57.9	57.9	52.9	45.0
September	69.7	91.6	58.3	67.3	76.6	63.6	56.3	56.9	56.8	49.4	41.6
October	69.2	91.2	59.5	66.1	78.8	65.6	60.7	59.3	59.5	52.8	41.9
November	66.8	90.7	59.9	71.7	82.7	67.6	63.2	60.2	60.7	54.1	42.1
December	56.7	90.1	58.2	72.4	87.9	62.9	62.9	57.0	58.2	52.4	37.7
1987 Average	**66.2**	**90.5**	**54.3**	**70.0**	**76.9**	**60.3**	**58.1**	**54.9**	**55.4**	**51.3**	**42.1**
1986											
January	89.3	116.2	80.4	83.3	104.7	85.6	86.9	78.1	80.0	76.1	57.1
February	80.5	117.2	77.[illegible]	80.9	93.0	67.0	69.8	61.5	63.1	63.7	45.8
March	65.4	111.5	68.9	80.1	84.9	61.0	62.9	51.2	53.2	57.1	39.0
April	59.1	104.3	67.3	75.9	79.5	61.3	54.9	48.5	49.3	48.9	33.0
May	63.8	102.2	51.9	73.1	67.6	61.0	50.0	46.4	46.9	42.2	30.1
June	64.9	101.0	48.2	73.5	51.6	50.7	44.3	42.0	42.3	41.7	29.8
July	58.0	98.2	43.4	70.3	48.2	43.2	38.4	36.5	36.7	34.3	25.9
August	55.5	94.9	41.0	68.4	60.5	50.4	43.8	40.5	40.9	36.1	26.5
September	56.2	93.2	41.5	70.4	73.7	52.2	46.1	43.3	43.6	38.4	29.8
October	53.2	91.2	41.6	69.8	69.5	50.4	44.8	41.9	42.3	36.5	30.1
November	53.2	87.2	42.4	69.6	74.5	51.6	48.3	43.2	43.9	40.9	31.2
December	54.2	88.8	43.0	72.0	76.8	51.8	51.5	45.0	46.3	44.6	34.8
1986 Average	**62.4**	**101.1**	**52.9**	**74.5**	**79.0**	**62.0**	**56.0**	**47.8**	**49.1**	**48.9**	**34.3**
1985 Average	**91.2**	**120.1**	**79.6**	**71.7**	**103.0**	**88.0**	**84.9**	**78.9**	**79.9**	**77.3**	**61.0**
1984 Average	**90.7**	**123.4**	**84.2**	**73.7**	**103.6**	**92.7**	**91.6**	**82.3**	**83.7**	**79.6**	**68.7**
1982 Average	**106.0**	**131.2**	**96.3**	**59.2**	**108.9**	**102.3**	**90.5**	**94.2**	**92.5**	**75.0**	**67.6**
1980 Average	**103.5**	**108.4**	**86.8**	**48.2**	**90.2**	**83.4**	**78.8**	**81.8**	**80.4**	**69.2**	**60.7**
1978 Average	**48.4**	**51.6**	**38.7**	**33.5**	**42.1**	**40.9**	**40.0**	**37.7**	**39.6**	**31.1**	**29.8**

Source: Energy Information Administration, Petroleum Marketing Monthly, December 1987, published March 1988

Supplier Prices of No. 2 Distillate Fuel Oil

(¢ per gal., excluding taxes)

	Sales to End-Users						
	To Residential Consumers	To Commercial/ Institutional Consumers	To Industrial Consumers	Sales Through Company Outlets	To Other End-Users	Average	Sales for Resale
1987							
January	78.2	53.8	55.8	59.9	57.4	64.0	50.7
February	79.6	54.2	55.9	61.0	57.3	64.6	50.2
March	78.9	52.8	55.6	60.6	57.2	62.0	49.6
April	78.3	53.1	55.9	60.8	59.3	60.6	50.2
May	77.9	54.5	57.7	63.6	60.3	60.7	52.5
June	77.6	55.5	58.6	63.9	62.3	60.9	53.0
July	77.8	57.3	60.2	65.6	63.6	62.3	55.3
August	78.2	58.7	61.6	66.9	64.5	63.8	55.6
September	78.8	57.6	60.5	67.2	65.1	63.8	54.8
October	81.2	60.7	63.0	67.7	67.8	67.2	57.4
November	83.6	61.6	63.3	68.5	66.5	69.2	57.7
December	83.9	59.2	60.7	67.6	63.1	69.0	54.4
1987 Average	**80.1**	**56.7**	**59.3**	**64.6**	**62.2**	**64.2**	**53.5**
1986							
January	106.4	81.3	80.0	88.9	81.8	91.7	74.2
February	95.8	64.2	64.4	75.1	67.5	77.4	57.4
March	88.7	55.7	56.8	64.5	58.7	66.4	51.2
April	81.2	51.7	54.7	61.5	59.6	61.1	46.8
May	77.4	49.0	53.0	60.0	58.0	57.4	45.5
June	72.8	44.1	47.4	56.5	54.0	52.1	40.8
July	67.0	38.3	43.2	50.2	45.7	45.2	35.4
August	66.3	42.8	47.9	52.7	49.2	49.1	40.1
September	68.1	44.6	48.8	53.8	50.8	51.1	42.3
October	67.4	43.5	47.7	52.7	50.7	51.0	41.6
November	68.2	45.3	48.8	54.1	51.4	54.4	42.7
December	70.6	48.0	50.6	55.2	52.5	58.0	44.7
1986 Average	**83.6**	**51.4**	**53.7**	**59.8**	**56.9**	**61.4**	**48.0**
1985 Average	**105.3**	**82.1**	**83.4**	**88.6**	**85.3**	**89.0**	**78.1**
1984 Average	**109.1**	**85.7**	**87.0**	**92.0**	**89.2**	**92.6**	**81.9**
1983 Average	**107.8**	**86.3**	**88.3**	**94.3**	**89.7**	**93.3**	**81.8**

Supplier Prices of Residual Fuel Oil

(¢ per gal., excluding taxes)

	Residual Fuel Oil Sulfur Content Less Than or Equal to 1%		Residual Fuel Oil Sulfur Content Greater Than 1%		Average	
	Sales to End-Users	Sales for Resale	Sales to End-Users	Sales for Resale	Sales to End-Users	Sales for Resale
1987						
January	44.5	39.9	37.9	35.7	41.5	37.7
February	43.5	40.2	38.3	34.4	41.1	37.2
March	41.8	39.5	37.2	33.5	39.4	36.3
April	43.7	40.1	39.9	35.5	41.9	37.2
May	44.6	41.8	41.7	38.6	43.3	39.8
June	45.3	43.7	43.8	40.9	44.7	42.2
July	47.2	44.8	44.4	42.1	46.2	43.3
August	45.4	44.4	44.5	41.4	45.0	42.8
September	44.0	41.4	39.6	36.7	41.6	39.0
October	44.5	41.3	39.5	36.2	41.9	38.8
November	45.0	41.3	38.7	34.6	42.1	37.4
December	41.4	39.2	32.8	28.2	37.7	33.8
1987 Average	**44.3**	**41.3**	**39.5**	**36.2**	**42.1**	**38.6**
1986						
January	62.0	56.0	52.8	49.7	57.1	51.8
February	49.0	43.0	42.7	36.5	45.8	38.7
March	42.7	37.0	35.7	28.7	39.0	31.8
April	36.8	31.0	30.1	26.0	33.0	28.0
May	35.0	30.1	26.8	23.6	30.1	26.5
June	32.3	29.9	26.8	23.1	29.8	26.2
July	27.4	23.7	24.4	20.4	25.9	21.9
August	29.3	26.5	23.2	21.7	26.5	23.4
September	31.5	29.7	28.2	26.6	29.8	28.1
October	31.9	28.7	28.8	26.4	30.1	27.6
November	33.7	29.3	29.0	25.2	31.2	27.4
December	37.7	34.0	31.6	27.7	34.8	30.4
1986 Average	**37.2**	**32.8**	**31.7**	**28.9**	**34.3**	**30.5**
1985 Average	**64.4**	**61.0**	**58.2**	**56.0**	**61.0**	**57.7**
1984 Average	**72.0**	**68.5**	**65.9**	**63.9**	**68.7**	**65.4**
1982 Average	**74.7**	**69.5**	**61.1**	**57.2**	**67.6**	**61.2**
1980 Average	**67.5**	**60.8**	**52.3**	**47.9**	**60.7**	**52.8**
1978 Average	**31.4**	**29.3**	**27.5**	**24.5**	**29.8**	**26.3**

Source: Energy Information Administration, Petroleum Marketing Monthly, December 1987, published March 1988.

Residential No. 2 Prices for Selected States

(¢ gal., excluding taxes)

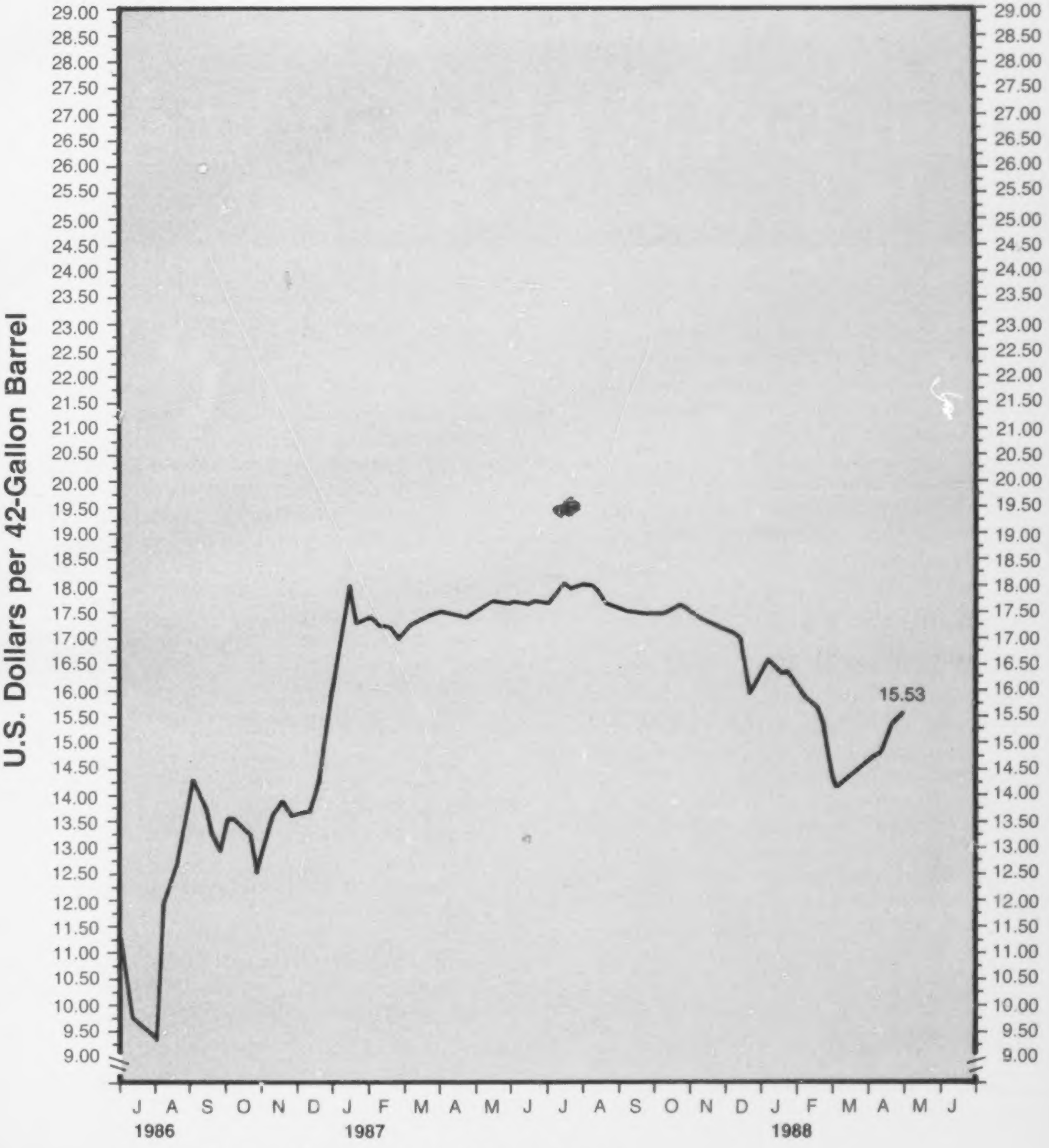
	Conn.	Maine	Mass.	N.H.	R.I.	Vt.	Del.	D.C.	Md.	N.J.	N.Y.	Pa.	Va.
1987													
January	80.0	72.8	80.4	76.1	79.9	78.2	78.2	87.1	82.6	83.1	83.2	74.8	77.0
February	83.4	73.3	80.7	75.3	81.5	79.6	79.5	92.6	85.4	84.3	84.8	75.6	79.5
March	82.4	74.3	80.2	74.0	81.6	79.2	79.5	91.9	85.8	82.5	84.2	74.1	80.5
April	82.5	75.0	79.3	73.5	81.4	78.5	78.1	90.6	84.8	82.1	84.1	73.4	81.1
May	83.0	75.0	80.1	74.1	81.0	79.8	78.6	91.0	84.3	81.4	84.6	72.1	79.4
June	78.2	74.1	76.3	74.3	79.0	79.9	73.6	92.2	84.5	82.0	83.5	72.7	76.4
July	82.7	74.5	74.7	74.3	80.4	80.8	76.2	90.2	85.4	82.3	82.7	73.0	76.6
August	83.0	74.8	73.7	75.9	79.5	80.3	74.8	92.4	87.1	81.7	83.4	73.1	75.8
September	82.5	74.7	78.7	76.0	80.9	81.0	76.2	91.4	87.3	82.3	81.9	75.0	78.5
October	84.6	73.2	80.8	78.0	83.1	83.6	79.5	92.2	88.2	83.9	85.5	77.8	78.5
November	87.5	75.1	83.2	79.3	86.0	84.4	82.5	93.7	90.2	86.2	87.8	83.1	80.8
December	88.0	78.9	83.7	81.8	87.7	84.9	82.6	95.6	NA	87.1	88.3	82.1	80.6
1987 Average	83.3	74.7	80.5	76.4	82.6	81.2	79.4	91.8	86.5	84.0	85.0	76.8	79.0
1986													
January	111.5	101.1	105.9	103.7	101.8	109.0	102.3	116.5	112.2	107.7	111.5	104.7	106.9
February	99.5	90.9	90.6	88.6	93.4	100.2	93.9	105.5	99.9	98.3	102.7	95.3	98.2
March	93.5	86.5	85.8	84.3	84.6	95.6	87.0	97.6	93.9	91.5	96.3	87.2	90.8
April	86.2	77.9	76.8	75.2	79.7	89.0	77.1	93.2	88.5	84.8	87.6	78.1	84.5
May	80.7	74.5	74.2	70.7	76.6	84.7	74.3	87.9	84.9	80.1	85.0	72.6	75.1
June	77.6	68.5	68.7	65.4	69.0	78.9	73.7	81.7	79.7	75.6	81.4	66.0	74.3
July	68.5	59.4	65.6	63.3	69.2	70.8	65.5	74.7	71.4	75.8	72.3	63.6	69.5
August	66.9	58.5	65.0	63.3	69.1	68.8	66.6	70.7	70.7	72.4	71.3	62.6	71.5
September	68.4	58.2	67.8	63.0	69.6	69.4	67.0	72.1	70.2	73.4	73.7	63.6	70.9
October	68.9	58.7	68.2	64.3	68.7	69.5	66.6	74.2	72.4	74.7	73.9	64.1	69.5
November	70.2	59.3	69.3	65.3	71.6	70.5	67.9	77.0	73.5	74.6	76.0	66.1	68.9
December	72.5	66.3	72.6	69.5	74.6	72.4	71.2	80.8	77.1	76.7	78.8	68.2	70.6
1986 Average	89.0	74.4	82.1	75.9	82.8	86.6	85.0	93.1	91.4	90.2	91.1	81.4	86.6
1985 Average	108.0	99.7	107.0	102.4	106.7	107.7	104.6	114.3	108.8	105.9	111.3	102.3	106.3
1984 Average	112.1	103.9	111.6	108.4	111.4	111.9	109.6	118.7	113.5	111.0	115.5	107.9	110.5
1983 Average	109.1	102.8	109.1	104.1	110.5	112.9	106.0	117.0	110.3	107.9	112.1	105.8	108.7
1982 Average	118.3	115.5	117.6	117.4	120.1	120.1	111.3	124.5	117.1	117.4	120.5	113.7	117.7
1981 Average	121.7	120.4	121.3	123.7	123.8	125.4	117.3	127.4	121.4	121.5	123.2	118.1	120.5
1980 Average	98.3	96.3	97.8	100.4	101.1	101.5	95.4	102.6	97.9	97.9	98.2	96.4	98.5

	W.Va.	Ill.	Ind.	Mich.	Minn.	Ohio	Wis.	Idaho	Ark.	Ore.	Wash.	U.S. Avg.
1987												
January	72.9	76.6	72.8	75.9	70.7	69.1	72.0	62.7	86.5	67.6	71.3	78.2
February	76.1	73.7	72.1	75.1	69.9	72.0	73.0	65.1	88.9	71.1	74.1	79.6
March	71.9	77.9	71.0	76.1	70.1	70.5	73.5	65.6	82.8	71.1	74.7	78.9
April	69.0	77.9	72.8	74.4	69.9	68.8	73.6	65.7	83.4	70.4	74.3	78.3
May	69.3	79.5	74.8	75.0	70.6	63.7	70.8	64.9	81.2	69.1	71.9	77.9
June	66.7	82.8	76.2	75.7	76.4	75.3	75.3	NA	82.7	70.9	72.9	77.6
July	69.3	83.4	76.7	76.1	77.2	74.5	73.5	NA	85.6	NA	75.0	77.8
August	75.6	84.7	77.3	77.0	77.5	73.3	74.5	75.3	87.3	77.3	78.4	78.2
September	74.2	83.0	78.1	77.0	76.4	75.9	74.4	76.9	89.6	77.4	80.2	78.8
October	74.9	89.2	80.7	78.0	79.9	77.4	77.6	75.9	92.8	76.6	82.0	81.2
November	78.3	89.5	82.2	80.6	80.7	79.2	79.3	77.1	92.4	75.2	83.7	83.6
December	79.7	86.1	80.6	80.6	78.4	78.4	77.0	76.7	90.5	75.9	84.1	83.9
1987 Average	74.0	79.6	75.4	77.0	75.0	73.4	74.5	68.5	87.8	72.7	77.8	80.1
1986												
January	99.8	97.6	99.9	102.6	100.5	100.7	96.5	97.1	106.5	100.1	104.6	106.4
February	87.8	82.9	85.0	91.9	86.2	91.9	83.9	91.2	103.7	83.5	90.4	95.8
March	79.6	74.7	75.6	80.6	80.2	80.8	75.9	76.2	113.8	65.9	75.3	88.7
April	70.6	69.9	74.0	74.5	76.4	78.1	73.8	69.9	95.6	62.5	74.9	81.2
May	67.4	72.9	67.2	72.4	79.5	75.2	71.8	74.8	94.3	64.1	71.2	77.4
June	63.4	67.4	66.6	65.5	74.6	69.0	69.0	66.9	89.0	60.0	65.3	72.8
July	53.9	NA	60.1	67.2	69.5	62.3	63.6	62.2	NA	55.7	60.2	67.0
August	59.7	64.7	65.6	69.7	67.6	62.5	63.7	58.6	84.2	55.6	60.6	66.3
September	61.3	65.5	66.7	70.7	70.0	64.2	67.9	59.4	89.2	61.9	66.9	68.1
October	63.0	60.0	65.2	69.8	67.7	61.5	63.3	60.8	79.2	62.3	68.2	67.4
November	67.3	NA	65.1	70.3	68.0	61.0	66.0	62.1	80.1	62.6	68.8	68.2
December	71.7	NA	68.5	72.5	68.3	64.8	69.0	61.6	85.4	63.9	66.7	70.6
1986 Average	74.6	NA	74.8	81.0	79.2	77.7	75.6	73.8	94.9	70.4	77.5	83.6
1985 Average	98.0	97.5	99.1	102.1	101.9	99.7	98.3	97.2	108.3	97.1	101.1	105.3
1984 Average	102.1	100.1	103.1	105.0	104.1	102.1	101.0	98.5	106.9	99.3	102.6	109.1
1983 Average	101.0	100.4	100.7	106.4	103.1	101.3	101.2	101.8	108.8	103.6	109.0	107.8
1982 Average	109.3	110.9	114.3	113.9	115.1	110.2	107.8	110.4	117.4	111.6	117.6	116.0
1981 Average	115.0	114.9	118.5	118.3	118.4	113.2	109.1	110.4	118.0	111.4	116.5	119.4
1980 Average	92.2	95.8	99.6	97.8	99.9	91.9	91.5	91.6	97.8	97.3	100.8	97.4

Source: Energy Information Administration, Petroleum Marketing Monthly, December 1987, published March 1988

World Crude Oil Price Trends

(Average price (FOB), internationally traded only, weighted by estimated volume).



Source: Energy Information Administration, Weekly Petroleum Status Report

Spot Market Product Prices

($ per bbl.)

		Motor Gasoline		Gasoil/Heating Oil		Residual Fuel Oil	
		Rotterdam Leaded Premium (98-Octane)	New York UnleadedRegular (89-Octane)	Rotterdam (0.3% Sulfur)	New York (0.2% Sulfur)	Rotterdam (1% Sulfur)	New York (1% Sulfur)
1988							
Jan.	1	18.93	18.42	20.71	21.63	13.06	15.00
	8	19.40	19.22	21.44	23.10	14.56	16.40
	15	18.58	18.90	19.90	22.26	14.48	16.90
	22	18.34	18.84	19.77	20.79	14.11	15.25
	29	17.81	18.90	18.69	20.58	13.51	14.50
Feb.	5	18.87	19.32	18.96	21.13	12.91	14.75
	12	19.10	19.26	18.76	20.69	12.91	14.75
	19	19.46	19.01	18.36	19.43	12.91	14.50
	26	20.22	18.90	18.02	19.11	12.61	14.50
Mar.	4	19.87	18.38	17.62	19.26	12.01	13.75
	11	19.05	18.48	17.76	19.32	11.56	12.75
	18	19.10	18.94	17.42	19.53	11.26	12.75
	25	19.46	19.64	18.76	20.85	11.86	13.00
	31	19.75	20.31	18.96	20.58	12.23	13.25
Apr.	8	19.98	20.37	18.90	20.06	12.53	13.00
	15	20.75	21.95	20.44	21.74	13.36	13.75
1987							
Jan.	2	18.00	19.43	20.04	19.68	15.39	17.50
	9	21.86	20.83	22.32	21.25	17.42	18.50
	16	21.51	21.11	24.26	23.21	21.02	20.00
	23	20.28	20.69	22.32	22.47	20.50	20.00
	30	20.11	20.27	21.78	21.42	17.11	19.25
Feb.	6	19.99	21.31	20.84	21.31	16.52	18.00
	13	19.51	20.37	19.50	20.06	15.31	16.25
	20	19.69	19.53	18.96	19.53	15.54	16.00
	27	19.69	19.01	17.56	18.48	14.48	15.25
Mar.	6	20.39	21.32	18.69	20.06	15.61	16.00
	13	22.21	21.53	20.30	21.15	16.21	17.00
	20	22.56	21.63	20.17	21.36	16.36	18.00
	27	22.68	22.05	20.30	20.69	15.61	17.25
Apr.	3	23.15	21.84	19.77	20.94	17.41	17.85
	10	23.44	21.00	19.97	20.06	16.66	18.15
	17	22.74	20.90	18.90	20.27	16.44	17.75
	24	22.39	21.00	19.77	20.73	17.12	18.40
May	1	22.27	21.42	19.77	20.79	16.96	18.50
	8	22.74	21.74	20.91	21.32	16.89	18.20
	15	23.74	22.79	21.05	21.95	17.12	18.50
	22	23.33	23.04	20.51	22.20	17.12	18.50
	29	23.15	23.10	20.38	21.84	16.74	18.50
June	5	23.45	23.35	20.64	21.84	16.74	18.80
	12	23.45	23.71	20.71	21.95	17.49	18.90
	19	23.45	23.52	20.78	22.20	17.49	19.10
	26	23.45	23.00	20.91	21.67	17.49	19.50
July	3			Not available.			
	10	22.98	23.35	22.18	22.95	18.39	19.75
	17	23.21	23.84	23.19	23.31	19.44	20.25
	24	23.15	23.31	22.12	22.93	20.35	20.15
	31	22.63	23.10	22.52	22.83	19.97	20.00
Aug.	7	23.21	23.00	22.45	23.04	18.92	19.35
	14	22.51	22.68	22.18	22.58	18.17	18.80
	21	21.92	21.11	20.98	21.11	16.89	18.10
	28	20.40	21.36	20.98	21.53	16.22	17.00
Sept.	4	20.75	21.48	21.38	21.78	16.97	17.25
	11	20.28	21.74	21.05	21.95	16.82	17.25
	18	20.05	22.26	21.05	21.63	16.67	17.25
	25	20.16	21.88	21.18	22.30	16.07	17.00
Oct.	2	21.40	21.63	21.85	22.68	16.37	17.00
	9	21.40	21.95	22.45	23.25	16.66	17.40
	16	21.21	22.62	22.31	23.52	16.66	17.40
	23	21.62	23.63	23.39	24.09	16.66	17.40
	30	21.57	23.21	22.85	24.05	16.36	17.40
Nov.	6	21.10	21.95	22.05	23.21	15.76	17.40
	13	20.86	22.20	22.31	24.05	15.91	17.40
	20	20.57	21.21	21.78	23.14	14.48	16.75
	27	20.69	21.42	22.05	23.46	14.78	16.75
Dec.	4	20.69	20.79	22.31	24.36	14.78	17.00
	11	20.22	19.95	21.98	23.63	14.71	16.50
	18	19.51	17.79	19.83	21.32	13.58	14.75
	25			Not available.			

Source: Energy Information Administration, Weekly Petroleum Status Reports.

International Prices for Gasoline and Fuel Oil

(U.S. $ per gal. for gasoline, pump retails, all taxes included. U.S. $ per gal. for distillate and kerosine but $ per bbl. for residual oil; all taxes are included except for U.S. fuel oils.)

	1/1/87					1/1/86				
	Automotive Fuels		Residential			Automotive Fuels		Residential		
Country	Leaded Premium Gasoline	Diesel Fuel	Distillate	Kerosine	Industrial Residual	Leaded Premium Gasoline	Diesel Fuel	Distillate	Kerosine	Industrial Residual
WESTERN HEMISPHERE										
Argentina	$1.83	$0.68	NA	$0.79	$18.11	$1.82	$0.73	$0.69	$0.80	$20.24
Bolivia	1.14	1.18	NA	.85	NA	.98	.98	NA	.98	NA
Brazil	2.94	1.92	NA	1.07	NA	1.81	1.17	NA	1.21	23.22
Canada	1.30*	1.26	$0.76	1.34	13.19	1.38*	1.30	1.01	1.29	NA
Chile	1.23	.95	NA	.80	21.71	1.64	1.35	.90	1.30	40.84
Columbia	NA	NA	NA	NA	NA	.70	.62	.35	.51	NA
Dominican Republic	NA	NA	NA	NA	NA	1.25	1.41	1.07	.98	54.10
Ecuador	.44	.27	NA	.10	20.65	.67	.41	NA	.14	10.76
El Salvador	NA	NA	NA	NA	NA	3.88	2.10	NA	2.28	42.00
Jamaica	1.65	1.20	.73	.68	22.76	1.66	1.20	.95	.68	34.20
Mexico	.71	.61	.18	.30	15.51	1.02	.61	.21	.46	7.57
Panama	NA	NA	NA	NA	NA	1.98	1.19	NA	1.10	NA
Paraguay	5.03	2.60	NA	3.15	69.44	4.10	2.21	NA	2.21	49.68
Peru	1.50	.92	NA	.24	33.56	1.50	1.07	NA	.27	37.20
United States	.82*	.87	.73**	.83**	12.18**	1.19*	1.16	1.06**	1.05**	22.22**
Uruguay	2.29	1.31	1.03	1.21	24.33	2.86	1.63	1.29	1.59	30.44
Venezuela	.75	.18	NA	.32	5.30	.60	.18	NA	.25	4.24
WESTERN EUROPE										
Austria	2.64	1.98	1.25	NA	NA	2.60	1.95	1.08	NA	34.28
Belgium	2.37	1.30	.72	.62	16.26	2.26	1.42	1.04	1.12	22.30
Denmark	3.58	2.29	2.22	1.82	20.00	2.54	1.12	1.49	1.63	25.41
Finland	2.64	1.83	.82	1.05	21.42	2.63	1.90	1.07	1.39	22.92
France	2.95	1.91	1.20	NA	20.21	2.58	1.87	1.38	NA	28.90
Germany, West	2.09	1.67	.74	NA	18.12	2.04	1.70	1.00	NA	25.68
Greece	2.16	1.05	1.05	NA	28.52	2.04	1.04	1.06	NA	29.10
Ireland	3.24	2.28	1.18	NA	26.54	2.97	.90	1.22	NA	32.22
Italy	3.71	1.55	1.63	1.56	15.60	3.09	1.40	1.48	1.58	23.88
Luxembourg	1.94	1.23	.78	.68	17.60	2.02	1.54	1.15	1.09	26.99
Netherlands	2.84	1.37	1.14	NA	20.93	2.26	1.28	1.17	NA	24.60
Norway	2.72	1.09	1.00	1.08	24.16	2.52	1.11	1.23	1.27	27.33
Portugal	2.98	1.69	1.75	1.73	19.53	2.76	1.68	1.68	1.63	30.02
Spain	2.28	1.51	.99	1.70	16.57	2.30	1.53	1.12	NA	30.36
Sweden	2.39	1.47	1.10	NA	39.88	2.26	1.40	1.32	NA	37.36
Switzerland	2.38	2.46	.71	NA	20.91	2.18	2.38	.92	NA	24.91
Turkey	NA	NA	NA	NA	NA	1.25	.84	.84	.88	22.22
United Kingdom	2.24	1.77	.82	NA	21.01	2.24	1.93	1.06	NA	12.60
Yugoslavia	2.03	1.62	.90	.81	18.07	NA	NA	NA	NA	NA
MIDDLE EAST										
Israel	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Iran	NA	NA	NA	NA	NA	1.59	NA	.41	.10	NA
Saudi Arabia	.35	.12	NA	.20	NA	NA	NA	NA	NA	NA
AFRICA										
Ethiopia	2.40	1.44	1.21	1.20	41.48	NA	NA	NA	NA	NA
Ghana	NA	NA	NA	NA	NA	1.08	.88	NA	.57	20.31
Kenya	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Morocco	NA	NA	NA	NA	NA	2.39	1.36	NA	1.23	27.90
South Africa	1.50	1.47	.96	.71	29.75	1.58	1.55	NA	.75	31.34
Tunisia	2.08	NA	1.15	.65	16.42	2.17	NA	.78	.66	17.14

International Prices (continued)

(U.S. $ per gal. for gasoline, pump retails, all taxes included. U.S. $ per gal. for distillate and kerosine but $ per bbl. for residual; all taxes are included except for U.S. fuel oils.)

	1/1/87					1/1/86				
	Automotive Fuels		Residential			Automotive Fuels		Residential		
Country	Leaded Premium Gasoline	Diesel Fuel	Distillate	Kerosine	Industrial Residual	Leaded Premium Gasoline	Diesel Fuel	Distillate	Kerosine	Industrial Residual
ASIA PACIFIC										
Australia	1.41	1.25	NA	NA	NA	2.68	1.26	NA	NA	NA
Burma	NA	NA	NA	NA	NA	.45	.32	.24	.32	NA
Indonesia	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
India	2.17	1.01	NA	.65	33.51	NA	NA	NA	NA	NA
Japan	2.89	1.80	1.10	1.08	22.00	2.84	1.83	1.84	1.32	39.75
New Zealand	1.69	1.27	1.27	NA	27.73	1.76	1.35	1.38	NA	36.84
Pakistan	1.67	.84	NA	.66	13.66	1.83	1.01	NA	.78	NA
Philippines	1.28	.88	NA	.89	19.46	1.47	1.14	.82	1.15	NA
Singapore	1.66	.67	NA	.55	15.55	2.17	.99	.71	1.01	NA
Sri Lanka	1.79	1.07	NA	.87	20.71	1.86	1.12	NA	.91	27.29
Thailand	1.30	.92	.47	.89	15.80	1.66	.95	.51	.88	21.39

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*Unleaded regular grade gasoline in Canada and U.S., unleaded premium in all other countries; ** Excludes taxes, all other countries include taxes in distillate, kerosine and residual prices; NA = Not available or not reported.

Source: International Energy Annual 1986, Energy Information Administration; gasoline and fuel oil prices are for the capital cities of each country except those of the U.S., which are the national average for the periods quoted.

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Station Dollars Up, Numbers Down

Service stations are projected to do more business in the current year—in terms of total dollar volume—than ever before, despite projections by federal statisticians that total station counts will be down again.

The federal forecasters say 5,000 service stations vanished from the American scene in 1987 and the probability is that the national total will be reduced by another 3,000 this year.

This new projection is contained in the U.S. Commerce Department's "Franchising in the Economy 1986-88," which was published in February. The study said the decline in 1987 was a bit sharper than it had forecast last year. It had expected a drop of about 3,000; instead it was closer to 5,000 units.

But, as in the past, not all of this is bad news. Many of the smaller stations are still being replaced by bigger, fancier outlets fully capable of handling the neighborhood and transient gallonage and customers. In other words, where three or four smaller stations may have disappeared, one big 200,000 gal./month unit probably replaced them. This procedure has been going on for the past decade so there is nothing new or surprising in it.

A recent projection by McGraw-Hill, Inc., for example, said that U.S. oil companies had scheduled the biggest investment in marketing facilities in history for the 1987-88-89 periods. These marketing expenditures exceed $14-billion for the three-year period, much of it going into new and modernized stations, pumps and other customer-oriented services.

The new federal forecast anticipates a service station population of 112,000 by the end of this year. This will be the lowest number since the mid-1920s. The American Petroleum Institute's Centennial Yearbook, published in 1959, indicates there were 121,513 service stations in 1929. Data before that time are lost in the clouds of antiquity.

The 1988 projection means the U.S. service station population has been literally cut in half since the all-time peak of 226,500 outlets in 1972. Most of the stations that vanished did so in the late '70s and early '80s when the 'Mom and Pops' and the numerous 10,000 gal./month units were simply unable to survive in the traumatic atmospheres of shortages, excesses and changing economics.

A point to remember, to keep all these dour numbers in perspective, however, is that the Commerce Department statistics identify "service stations" as those that generate 50% or more of their revenues from the sale of gasoline and oil products. This is the same definition that is used by the Census Bureau which currently is engaged in completing the nose count it is required to do at five-year intervals. The Census Bureau numbers are not expected to be available until sometime in 1989 at the earliest, however.

Thus, this Commerce Department report excludes the convenience stores and other independents, such as automobile dealerships, garages and mass merchandisers who also sell great volumes of gasoline but as a secondary cash-flow activity. The convenience store industry retails gasoline at a little more than half of its population which is now estimated at 75,000 stores.

If these 37,500 stores are added to the Commerce Department estimate of 112,000 stations by next Dec. 31, it would give motorists at least 150,000 places where they can buy motor fuel at this time. Throw in maybe another 15,000 to 20,000 or so for mass merchandisers, garages, dealerships, truck stops etc., and the public total likely could be around 165,000 to 170,000 now.

Hunter Publishing Co., NPN's corporate parent, says the gasoline retail outlet universe was somewhere around 186,000 early last year. Its study gave 127,300 as the total for orthodox service stations, 55,700 for convenience stores and mass merchandisers, and 3,000 for truckstops.

Absolute statistics for the service station world are virtually impossible to come by. The federal studies, even including the official U.S. Census Bureau nose count, contain estimates of one sort or another for some groups. There's no getting around the fact that no one has hard and fast numbers on the population; only estimates.

The dollar sales at the nation's service stations were not as great as had been expected, even though they were high and still growing.

The January 1987 report, for example, said gross sales at the stations would be $90.3-billion in 1986 and $94.9-billion in 1987. Instead, the new study said they amounted to $86.6-billion in 1987 and would rise to $91.9-billion this year. The revisions can be accounted for easily by the collapse of product prices in early 1987 and depressed levels that still continue to this day. Prices generally are improving but they're still way below the highs registered before the market downfall in late 1986 and throughout most of 1987.

1988 Outlook: Service Station Dollars Are Up; Population is Down (Again)

	1988	1987	1986	% Change '88 v '87	% Change '87 v '86
Number of Establishments (a)	112,000	115,870	120,510	(3.3%)	(3.8%)
Company-owned	20,160	20,857	21,692	—	—
Franchisee-owned	91,840	95,013	98,818	—	—
Total Sales of Products and Services ($000,000)	$91,894	89,217	86,618	3.0	3.0
Company-owned	$16,541	16,059	15,591	—	—
Franchisee-owned	$75,353	73,158	71,027	—	—
Average per station	$820,482	769,975	718,762	6.6	7.1

(a) As of Dec. 31 of each year: Service Stations as defined by Commerce and Census Bureaus, i.e., 50% or more of their incomes must come from gasoline sales.

Source: "Franchising in The Economy, 1986-1988", U.S. Dept. of Commerce, February 1988.

Comparable U.S. Census Bureau Data (a)

	1982	1977	1972	% Chng. '82 v '77	% Chng. '82 v '72
No. of stations (b)	116,154	147,618	183,365	-21.3%	-19.5%
Total sales ($000,000)	$94,832	$53,749	$31,440	76.4	71.0
Average per station	$816,433	$364,108	$171,461	124.2	112.4
No. of employees	604,286	672,673	747,668	-10.2	-10.0

(a) Censuses are made every five years. Normally, the count includes stations with payrolls and those without payrolls, i.e., the 'moms and pops' and small family operations. In 1982, the Census Bureau overlooked the stations without payrolls, however, so the comparisons in this table are for stations with payrolls, which represented about 81% of the population in 1972 and 83% of the population in 1977. A new Census was made in 1987, but the details are not expected to be released until late 1988 or early 1989. (b) Stations are those which, by Census Bureau definition, generate 50% or more of their sales dollars from gasoline.

Source: U.S. Department of Commerce, Census of Retail Trade for 1982, 1977 and 1972.

The Rise and Fall of U.S. Service Stations

	No. of Stations (a)			Sales ($000,000)		
Year	Total	Company-owned	Franchisee-owned	Total	Company-owned	Franchisee-owned
1988	112,000	20,160	115,870	$91,894	$16,541	$75,353
1987	115,870	20,857	95,013	89,217	16,059	73,158
1986	120,510	21,692	98,818	86,618	15,591	71,027
1985	124,600	22,428	102,172	100,492	18,089	82,403
1984	132,080	23,774	108,306	100,767	18,138	82,629
1983	136,570	24,583	111,987	103,121	18,561	84,560
1982	144,690	26,044	118,646	106,544	19,178	87,366
1981	151,250	27,225	124,025	105,145	18,926	89,219
1979	164,780	31,310	133,480	71,894	13,660	58,234
1977	176,465	33,375	141,160	58,231	11,646	46,585
1975	189,480	37,896	151,584	47,387	9,477	37,910
1972(b)	226,459	44,200	176,259	33,656	6,812	26,844

(a) As defined by U.S. Census Bureau, stations with 50% or more of their income from petroleum product sales; (b) Peak year for stations.

Source: "Franchising in the Economy, 1986-1988", U.S. Department of Commerce, February, 1988.

Service Stations With Payrolls—Populations by States 1988 vs. 1982(a)

The service station population totals on this page are based on more limited data than had been used in earlier *NPN Factbooks* and are projections by *NPN* rather than by government sources. The change was necessitated by the fact that the U.S. Census Bureau inadvertently limited its 1982 Census Study to stations with payrolls, thereby omitting all of the very small stations without formal payrolls. The stations with payrolls reflect about 85% to 90% of the industry as it is now constituted. Bear in mind also that these stations are true service stations, i.e., stations which get more than half of their revenues from gasoline sales. The totals do not include convenience stores and other places that sell gasoline as a secondary product.

	Total Gasoline Service Stations				Total Sales (add 000)			
	1988(a)	1987(a)	1986(a)	1982(b)	1988(a)	1987(a)	1986(a)	1982(b)
Alabama	1,544	1,597	1,660	2,001	1,420,499	1,379,127	1,338,954	1,172,677
Alaska	136	140	146	176	249,414	242,150	235,096	205,901
Arizona	929	961	999	1,204	1,582,479	1,536,389	1,491,635	1,306,398
Arkansas	938	970	1,009	1,216	928,590	901,545	875,283	766,587
California	8,199	8,479	8,814	10,624	12,745,534	12,374,320	12,013,863	10,521,934
Colorado	**1,212**	**1,253**	**1,302**	**1,570**	**1,731,759**	**1,681,321**	**1,632,345**	**1,429,634**
Connecticut	**1,332**	**1,377**	**1,432**	**1,726**	**1,751,784**	**1,700,764**	**1,651,221**	**1,446,166**
Delaware	**232**	**239**	**249**	**300**	**321,646**	**312,278**	**303,181**	**265,531**
D.C.	**122**	**126**	**131**	**156**	**218,065**	**211,734**	**205,566**	**180,038**
Florida	**4,248**	**4,393**	**4,566**	**5,504**	**5,788,859**	**5,620,258**	**5,456,543**	**4,778,928**
Georgia	2,375	2,456	2,553	3,077	2,886,247	2,802,185	2,720,559	2,382,709
Hawaii	283	293	304	367	491,878	477,552	463,641	406,064
Idaho	381	394	410	494	427,520	415,068	402,977	352,934
Illinois	3,961	4,096	4,258	5,132	5,560,664	5,398,709	5,241,448	4,590,544
Indiana	2,444	2,527	2,627	3,167	3,302,660	3,206,470	3,113,067	2,726,474
Iowa	**1,593**	**1,647**	**1,712**	**2,064**	**1,665,169**	**1,616,671**	**1,569,578**	**1,374,662**
Kansas	**1,166**	**1,206**	**1,254**	**1,511**	**1,293,129**	**1,255,466**	**1,218,895**	**1,067,528**
Kentucky	**1,635**	**1,691**	**1,758**	**2,119**	**1,881,369**	**1,826,574**	**1,773,367**	**1,553,143**
Louisiana	**1,522**	**1,574**	**1,636**	**1,972**	**1,859,188**	**1,805,039**	**1,752,459**	**1,534,832**
Maine	**494**	**511**	**531**	**640**	**466,650**	**453,059**	**439,862**	**385,238**
Maryland	1,449	1,498	1,557	1,877	2,422,263	2,351,714	2,283,210	1,999,672
Massachusetts	2,286	2,364	2,457	2,962	2,808,132	2,726,345	2,646,928	2,318,222
Michigan	3,187	3,296	3,426	4,130	4,836,042	4,695,193	4,558,424	3,992,341
Minnesota	1,719	1,778	1,848	2,228	2,476,282	2,404,160	2,334,128	2,044,267
Mississippi	919	951	988	1,191	832,048	807,815	784,283	686,888
Missouri	**2,272**	**2,350**	**2,442**	**2,944**	**2,699,430**	**2,620,809**	**2,544,466**	**2,228,484**
Montana	**407**	**421**	**438**	**528**	**483,852**	**469,760**	**456,076**	**399,439**
Nebraska	**871**	**901**	**937**	**1,129**	**900,282**	**874,062**	**848,601**	**743,218**
Nevada	**367**	**380**	**395**	**476**	**683,521**	**663,613**	**644,283**	**564,273**
New Hampshire	**422**	**437**	**454**	**547**	**483,892**	**469,799**	**456,114**	**399,472**
New Jersey	3,208	3,318	3,449	4,157	3,821,526	3,710,224	3,602,147	3,154,818
New Mexico	602	622	647	780	782,457	759,668	737,540	645,949
New York	4,884	5,050	5,250	6,328	5,335,169	5,179,782	5,028,897	4,404,389
North Carolina	2,353	2,433	2,529	3,049	2,296,803	2,229,908	2,164,952	1,896,100
North Dakota	326	337	350	422	439,319	426,524	414,100	362,675
Ohio	**4,556**	**4,712**	**4,898**	**5,904**	**6,424,469**	**6,237,356**	**6,055,686**	**5,303,649**
Oklahoma	**1,234**	**1,276**	**1,327**	**1,599**	**1,379,614**	**1,339,433**	**1,300,416**	**1,138,925**
Oregon	**1,151**	**1,191**	**1,236**	**1,492**	**1,341,575**	**1,302,501**	**1,264,560**	**1,107,522**
Pennsylvania	**4,461**	**4,614**	**4,796**	**5,781**	**5,179,309**	**5,028,462**	**4,881,985**	**4,275,721**
Rhode Island	**397**	**411**	**427**	**515**	**448,308**	**435,251**	**422,573**	**370,096**
South Carolina	1,286	1,330	1,382	1,666	1,451,297	1,409,028	1,367,984	1,198,102
South Dakota	411	425	442	533	432,148	419,562	407,340	356,755
Tennessee	1,922	1,987	2,066	2,490	2,371,406	2,302,339	2,235,273	1,957,688
Texas	6,338	6,555	6,814	8,213	7,963,625	7,731,684	7,506,465	6,574,282
Utah	650	672	699	842	796,202	773,013	750,496	657,296
Vermont	**277**	**287**	**298**	**359**	**263,318**	**255,649**	**248,202**	**217,379**
Virginia	**2,047**	**2,116**	**2,200**	**2,652**	**2,980,200**	**2,893,402**	**2,809,118**	**2,460,271**
Washington	**1,656**	**1,713**	**1,780**	**2,146**	**2,055,674**	**1,995,803**	**1,937,666**	**1,697,039**
West Virginia	**819**	**847**	**880**	**1,061**	**858,972**	**833,955**	**809,662**	**709,115**
Wisconsin	**2,084**	**2,156**	**2,241**	**2,701**	**2,555,438**	**2,481,010**	**2,408,740**	**2,109,613**
Wyoming	**332**	**343**	**357**	**430**	**482,858**	**468,795**	**455,139**	**398,618**
Total	**89,640**	**92,699**	**96,361**	**116,154**	**114,858,553**	**111,513,296**	**108,264,974**	**94,820,200**

(a) Projected by *NPN* on the basis of Census Bureau and other Commerce Department data. However, as noted above, these data are for stations with payrolls—not the "universe" of the *Factbook* published in prior years. These stations, by Census Bureau definition, are those which generate more than half of their dollar sales through the sale of gasoline products.

(b) U.S. Census Bureau, Retail Trades Census, 1982, published in 1984.

Gasoline Shares by Key Categories—1987

In 1985, a new study on the retail gasoline market was completed by MPSI Americas, Inc., Tulsa, Olka., a firm specializing in international computer software and information services as well as market research and planning. Now, MPSI has released its updated study covering the year 1987.

Presented with the data on regional and national market shares for 1987 (see table below) are the data for 1986. This comparison offers indications of the trends within the various marketing segments.

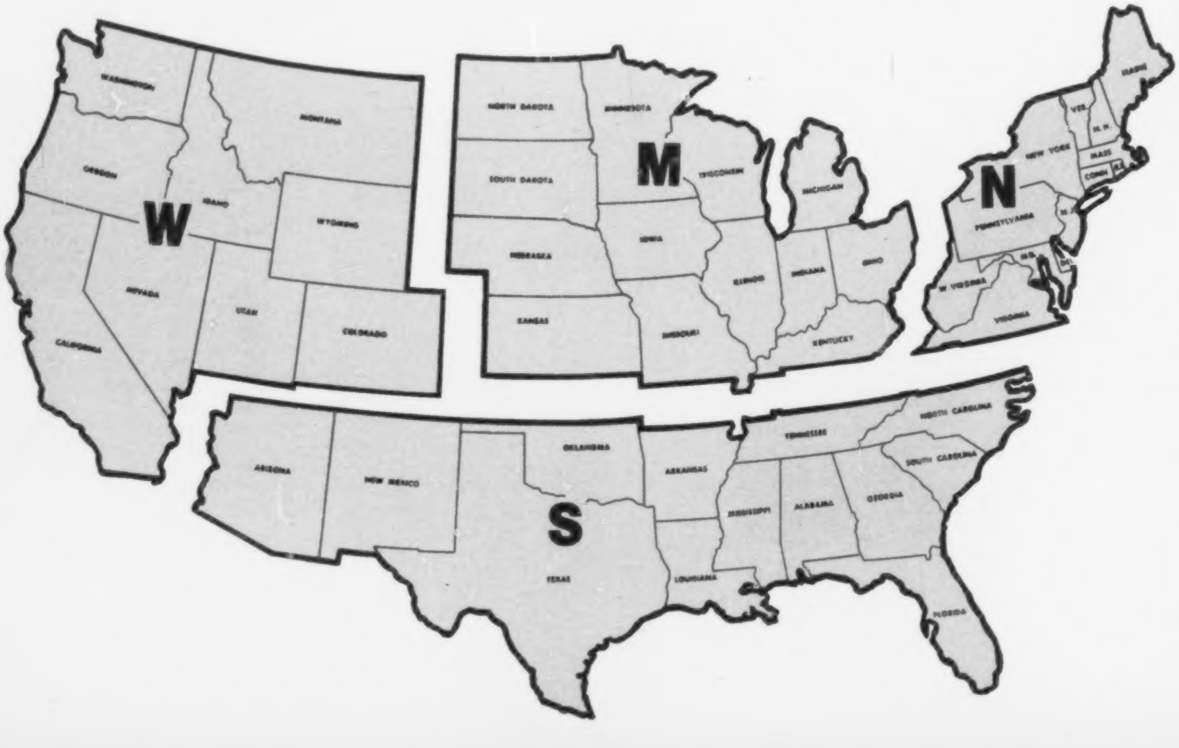
The study breaks out, on both a national and regional basis, market shares and percentage of outlets for conventional service stations, volume pumpers, convenience stores that sell gasoline, plus a catch-all category of "others" including car washes, garages and other facilities.

This study involves primarily the metropolitan areas of the U.S., where most gasoline is marketed. No attempt was made to count rural vendors or highway units which, while important to the industry, do not add materially to overall consumption.

Regional and National Market Shares

	Service Stations		Pumpers		Convenience Food Stores		Others		Total	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
Northeastern Region										
• % of Outlets	58.7	59.0	24.4	24.4	5.2	4.6	11.7	12.0	100.0	100.0
• % of Volume	52.4	53.5	41.7	40.9	2.9	2.7	3.0	2.9	100.0	100.0
• Avg. Monthly Volume (Gallons)	58,914	63,338	124,883	124,551	37,806	35,488	16,766	16,295	65,375	70,972
Midwestern Region										
• % of Outlets	39.0	41.3	39.9	36.8	8.6	8.7	12.5	13.2	100.0	100.0
• % of Volume	32.6	33.4	58.1	56.3	6.0	5.9	3.3	4.4	100.0	100.0
• Avg. Monthly Volume (Gallons)	59,152	54,000	105,714	102,147	46,202	45,347	19,059	22,466	72,751	68,806
Sunbelt Region										
• % of Outlets	27.2	30.8	30.0	29.9	30.2	27.1	12.6	12.2	100.0	100.0
• % of Volume	26.8	31.1	54.0	52.7	15.2	12.5	4.0	3.7	100.0	100.0
• Avg. Monthly Volume (Gallons)	57,045	57,355	104,383	104,762	28,995	27,118	18,646	17,642	57,916	57,107
Western Region										
• % of Outlets	52.9	54.1	31.9	29.9	7.1	6.7	8.9	9.3	100.0	100.0
• % of Volume	45.1	45.1	48.3	47.8	4.3	4.3	2.3	2.8	100.0	100.0
• Avg. Monthly Volume (Gallons)	56,100	56,009	114,870	112,000	36,850	33,931	20,907	20,782	69,515	63,558
Total United States										
• % of Outlets	43.7	46.0	29.6	29.3	15.2	13.0	11.5	11.4	100.0	100.0
• % of Volume	40.9	41.6	48.7	48.4	7.2	6.6	3.2	3.4	100.0	100.0
• Avg. Monthly Volume (Gallons)	56,983	57,465	112,106	111,554	31,780	31,777	18,656	18,512	65,079	63,957

Source: MPSI Americas, Inc., Tulsa, Oklahoma.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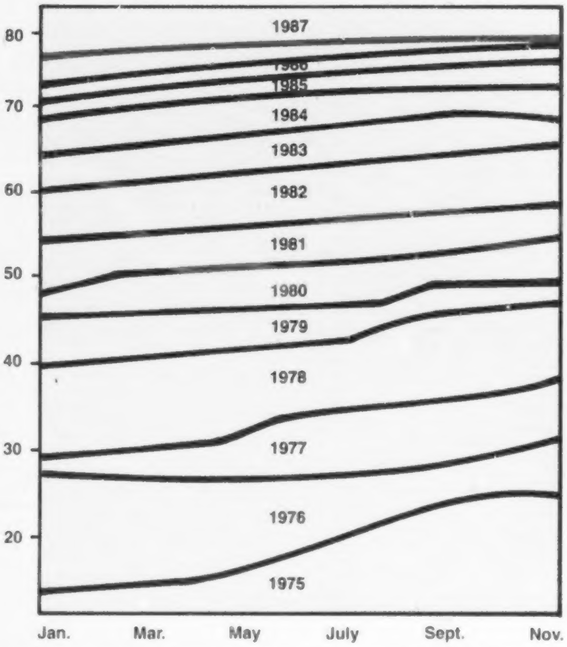
Self Serve Edges Up

Four out of five American motorists now prefer to pump their own gasoline, according to Amoco Oil Co.'s latest opinion poll. In October 1987, 79% of motorists used the self serve pumps, up 1% from the previous year. Self serve preference has soared from on 13% in 1975, based on Amoco's monthly surveys.

U.S. Self-Serve Motorist Gasoline Market Share (%)



State (a)	'86	'87	State (a)	'86	'87
Alabama	80%	82%	Montana	89%	90%
Arizona	90	92	Nebraska	78	78
Arkansas	83	82	Nevada	87	91
California	89	90	New Hampshire	65	64
Colorado	91	93	New Mexico	87	91
Connecticut	69	69	New York	56	57
Delaware	82	84	North Carolina	85	87
District of Col.	80	85	North Dakota	76	80
Florida	89	90	Ohio	83	84
Georgia	85	87	Oklahoma	85	86
Idaho	89	87	Pennsylvania	64	64
Illinois	87	88	Rhode Island	66	66
Indiana	86	87	South Carolina	87	88
Iowa	83	83	South Dakota	80	80
Kansas	82	82	Tennessee	83	84
Kentucky	78	77	Texas	91	92
Louisiana	88	90	Utah	93	94
Maine	56	52	Vermont	56	55
Maryland	84	85	Virginia	88	89
Massachusetts	50	50	Washington	90	92
Michigan	85	85	West Virginia	74	74
Minnesota	81	82	Wisconsin	89	89
Mississippi	82	82	Wyoming	84	84
Missouri	82	83			

(a) Self-Service is illegal in New Jersey and Oregon.
Source: Amoco Oil, Monthly Survey.

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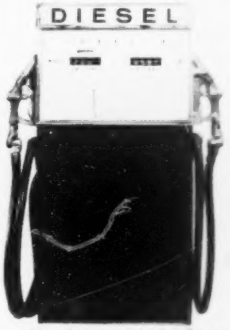

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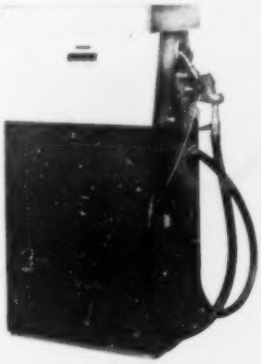


Business at Service Stations

Dollar Volume and Product Sales

Year	No. of service stations(a)	Total sales (add 000,000,000)	Avg. sales per station (add 000)	Passenger car population (add 000)	Gasoline: Avg. gal. consumed per car per year	Gasoline: Total consumption (add 000,000 gal.)	Motor oil: Qts. per year	Motor oil: Sales (add 000,000 qt.)
1988(b)	112,000	$ 91.9	$821	142,691	510	72,972(c)	—	—
1987(b)	115,870	89.2	770	139,041	515(c)	71,606(c)	—	—
1986	120,510	86.6	719	135,431	525(c)	71,101(c)	—	—
1985	124,600	100.8	809	131,864	525(c)	69,229(c)	—	—
1984	132,080	101.0	765	128,270	536(c)	68,914(c)	—	—
1983	136,570	103.1	755	126,727	553(c)	70,080(c)	—	—
1982	144,690	106.2	733	123,746	566(c)	70,040(c)	7.3	907
1981	151,250	101.7	672	123,462	576(c)	71,114(c)	7.3	909
1979	164,790	70.9	430	120,248	653(c)	78,522(c)	7.3	880
1977	176,465	56.5	320	113,696	716(c)	81,406(c)	7.9	900
1975	189,480	43.8	232	106,712	716(c)	76,406(c)	9.5	1,014
1972(d)	226,459	33.7	149	96,567	785(c)	75,805(c)	10.0	966

(a) Franchising in the Economy 1986-88, Department of Commerce; by definition of Census Bureau these are stations that get 50% or more of gross sales from petroleum products; (b) Preliminary and estimated by *NPN* and others; (c) In September 1987, Federal Highway Administration revised its gallonage consumption data and re-calculated the averages back to 1970, thus these figures are not comparable with prior data in *NPN Factbook*; (d) Peak year for service stations.

Sources: Franchising in the Economy, 1986-1988; Federal Highway Administration and *NPN*.

Station Customers

Year	No. of service stations(a)	Privately owned passenger cars: Total (add 000)	Privately owned passenger cars: Avg. per station	Households owning cars: Total (add 000,000)	Households owning cars: Avg. per station	Licensed drivers: Total (add 000,000)	Licensed drivers: Avg. per station	Women drivers: Total (add 000,000)	Women drivers: Avg. per station
1988(b)	112,000	142,691	1,274	78.0	696	164.5	1,469	79.0	705
1987(b)	115,870	139,041	1,200	77.0	665	162.0	1,398	77.9	672
1986	120,510	135,431	1,124	76.0	631	159.4	1,323	76.2	632
1985	124,600	132,108	1,060	75.0	602	156.9	1,259	75.3	604
1984	132,080	128,270	971	74.0	560	155.4	1,176	74.3	562
1983	136,570	126,727	927	73.0	534	154.2	1,129	73.4	537
1982	144,690	123,746	855	72.0	497	150.3	1,038	71.7	491
1981	151,250	123,462	816	70.0	460	147.0	969	69.2	457
1979	164,790	120,248	731	65.9	400	143.3	868	66.8	403
1977	176,465	113,696	644	63.3	365	138.4	784	63.7	361
1975	189,480	106,712	563	60.5	319	127.8	662	56.8	294
1972(c)	226,459	96,567	426	52.8	232	118.4	522	52.6	232

(a) Franchising in the Economy 1986-88, Department of Commerce, Bureau of Census definition of service stations: 50% or more of dollar volume comes from the sale of petroleum products; (b) Estimates by *NPN* and others; (c) Peak year.

Source: Based on data from Motor Vehicle Mfgs. Assn., Federal Highway Administration, and *NPN*.

How Stations Rank in Sales

(Billions of Dollars)

	1987	% Change '87-'86	1986	% Change '86-'85	1985	% Change '85-'84	1984	% Change '84-'83
All Retail Stores	1,505.6	3.5%	1,454.4	5.4%	1,379.6	6.7%	1,293.0	10.1%
Automotive Group	340.8	1.5	335.8	7.7	311.6	1.2	278.5	19.6
Food Group	303.1	2.4	296.0	4.3	283.9	5.0	270.4	6.1
General Merchandise	164.0	5.7	155.2	3.8	149.5	(2.2)	152.9	9.7
Eating and Drinking Places	152.4	5.2	144.9	8.6	133.4	7.1	124.5	8.5
Gasoline Service Stations	**89.4**	**3.2**	**86.6**	**(14.4)**	**101.2**	**1.8**	**99.4**	**0.5**
Apparel Group	84.8	5.1	80.7	8.6	74.3	14.1	65.1	8.0

Source: Survey of Current Business, Vol. 68, No. 1, January 1988

Personal Consumption Expenditures

	(Billions of Dollars)						Seasonaliy Adjusted at Annual Rate—1987			
	1987	% Change '87-'86	1986	% Change '86-'85	1985	% Change '85-'84	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.
Total Expenditures	$2,966.0	5.9%	$2,799.8	7.7%	$2,600.5	3.2%	$2,893.8	$2,943.7	$3,011.3	$3,015.1
Durable Goods	413.9	2.8	402.4	12.0	359.3	8.5	396.1	409.0	436.8	413.8
Automobiles	194.5	(0.2)	194.9	15.2	169.2	10.0	177.6	189.6	215.2	195.8
Furniture	146.3	4.6	139.9	10.3	126.8	6.2	146.0	146.0	147.9	145.4
Other Durable	73.1	8.1	67.6	6.8	63.3	9.3	72.5	73.5	73.7	72.6
Nondurable Goods	980.4	4.4	939.4	3.8	905.1	3.7	969.9	982.1	986.4	983.4
Food	514.5	3.3	497.8	6.1	469.3	3.9	514.8	515.0	514.0	514.1
Clothing and Dress	176.5	5.4	167.5	7.9	155.2	5.3	174.0	175.8	178.7	177.3
Gasoline and Oil	**79.9**	**6.1**	**75.3**	**(18.1)**	**91.9**	**1.3**	**75.8**	**80.6**	**82.7**	**80.5**
Other Nondurable Goods	209.6	5.4	198.8	5.3	188.7	3.3	205.3	210.7	211.0	211.5
Fuel Oil and Coal	15.9	(0.6)	16.0	1.9	15.7	(12.3)	15.4	16.1	15.6	16.3
Other Nondurable	193.8	6.0	182.8	5.7	172.9	5.0	189.8	194.6	195.5	195.1
Services	1,571.6	7.8	1,458.0	9.1	1,336.1	9.5	1,527.7	1,552.6	1,588.1	1,618.0

Source: Survey of Current Business, Department of Commerce, Vol. 68, No. 1, January 1988.

Retail Rankings: Shrinkage at the Top

Put the numbers together on the major oil company station counts and some interesting patterns emerge.

Consider the following. The retail outlet numbers reported to the NPN Factbook this year by major companies clearly show a substantial and perhaps surprising shrinkage in the total number of stations owned by the six top-ranked firms. These companies—Texaco, Exxon, Chevron, Mobil, Amoco and Shell—spun off a combined total of 5,340 stations in the one-year span between 1986 and 1987.

But, while the top six were paring down their retail networks into a leaner marketing profile, the next four companies in the retail pecking order—Unocal, Phillips, BP America and Citgo—were adding a combined total of 501 outlets in the same period. In fact, 10 out of the 12 next reporting companies had increases in station counts in 1987.

It's not surprising that the big six are culling out their networks; industry restructuring has been taking place for several years. Apparently, though, some of the more aggressive second-tier majors adopted a different marketing strategy. Call it "restructuring upward."

		Outlets	*1986*
1	**Texaco**	17,623	(1)
2	**Exxon**	13,451	(2)
3	**Chevron**	12,928	(3)
4	**Mobil**	11,795	(4)
5	**Amoco**	11,291	(5)
6	**Shell**	10,947	(6)
7	**Unocal**	10,817	(8)
8	**Phillips**	10,731	(7)
9	**BP America (a)**	7,716	(9)
10	**Citgo**	7,458	(10)
11	**Conoco**	5,918	(11)
12	**Sun**	5,813	(12)
13	**Gulf (Cumberland Farms)**	4,463	(14)
14	**American Petrofina**	4,117	(13)
15	**Marathon**	2,488	(16)
16	**Sinclair (b)**	2,479	(15)
17	**Total**	2,394	(20)
18	**Getty**	2,298	(17)
19	**Ashland**	2,103	—(c)
20	**Diamond Shamrock**	1,976	(18)
21	**Kerr-McGee**	1,937	(19)
22	**Arco**	1,738	(21)

	Number of States*		Branded retail outlets	
	'87	'86	'87	'86
American Petrofina	24	24	4,117	4,209
Amoco	30	30	11,291	12,337
Arco	5	6	1,738	1,719
Ashland	18	16	2,103	715
BP America (a)	29	29	7,716	7,623
Chevron	34	33	12,928	13,879
Citgo	39	39	7,458	7,296
Conoco	39	40	5,918	6,860
Diamond Shamrock	9	12	1,976	2,016
Exxon	37	37	13,451	14,468
Getty	11	11	2,298	2,191
Gulf (Cumberland Farms)	13	11	4,463	4,180
Kerr-McGee	21	22	1,937	1,960
Marathon	6	6	2,488	2,395
Mobil	37	40	11,795	12,619
Phillips	36	37	10,731	10,669
Shell	41	41	10,947	11,133
Sinclair (c)	—	24	—	2,479
Sun	28	29	5,813	5,662
Texaco	44	46	17,623	18,939
Total	18	19	2,394	1,915
Unocal	41	41	10,817	10,633

Source: NPN questionnaires
(a) Formerly Standard Oil of Ohio
(b) Not ranked in 1986
(c) Did not report for 1987, numbers are for 1986

Amoco Leads in Credit Card Accounts, Texaco Takes Top Spot in Sales

Oil company credit card sales volume dropped between 1985 and 1986, probably reflecting lower oil prices, The Nilson Report, a newsletter for credit card executives in the oil and other industries, says.

The Report shows that oil company proprietary credit card sales, which account for 43% of consumer purchases at gasoline stations, fell from $26-billion in 1985 to $21-billion last year. Total oil company credit card sales, which includes bank cards, travel and expense cards (American Express, Diners Club, Carte Blanche, etc.), Discover and Choice cards in addition to proprietary cards, declined from $28.8-billion in 1985 to $24.1-billion last year.

According to the Report, Texaco had the highest total credit card volume of all the majors, $3.99-billion. This was, however, slightly lower than the $4.26-billion in 1985. Chevron was second, with $3.15-billion, and Amoco third, with $3.11-billion.

The 1986 Report, which includes credit card information on 34 oil companies (six more than its last oil industry update), also provides data on: oil company active accounts, number of proprietary and other credit cards in use, credit card losses, outstanding debt, credit card spending, number of transactions and other pertinent consumer and industry credit card information. It appeared in May, 1987. The 1987 Report will not be available until this fall, if at all, Nilson says.

The Nilson Report is published monthly, but has no set schedule for updating its oil industry data. It can be obtained from P.O. Box 49936 (Barrington Station), Los Angeles, Calif. 90049.

34 Oil Company Credit Cards in the U.S.—1986*

(Add 000 in all categories)

Company	Active Accounts	Total Proprietary Cards	Proprietary Sales Volume	Bank Card Sales Volume	T&E Sales Volume	Total Credit Sales
Shell	4,800	15,000	$2,700,000	$324,000	—	$3,024,000
Amoco	4,300	16,700	2,600,000	319,600	$194,000	3,113,600
Chevron	3,900	16,200	2,900,000	244,000	New	3,145,000
Mobil	3,300	14,000	2,000,000	245,000	New	2,245,000
Texaco	3,100	13,500	2,458,400	353,000	175,000	3,986,400
Exxon	3,000	11,200	2,000,000	194,000	—	2,200,000
Unocal	2,200	7,000	2,050,000	220,000	45,000	2,318,000
Sohio	2,000	5,000	1,132,000	100,000	—	1,232,000
Phillips	1,000	4,500	700,000	135,000	—	837,000
Sunoco	1,000	4,200	725,000	81,000	4,000	810,000
Citgo	590	2,600	231,000	96,000	—	327,000
Cumberland	525	1,200	226,000	27,000	—	253,000
Diamond	320	1,100	260,000	46,000	3,000	310,000
Conoco	300	1,700	200,000	50,000	—	250,000
Marathon	250	1,200	180,000	13,000	—	193,000
Fina	170	650	130,000	6,500	New	136,900
Total	170	945	145,000	81,500	—	227,000
Kerr McGee	113	564	57,000	15,000	—	72,600
Ashland	80	165	78,000	42,000	—	126,000
Crown Central	80	175	36,000	34,000	—	72,000
Beacon	65	272	40,000	2,000	—	42,000
Sinclair	50	171	28,200	3,600	—	31,975
Tenneco	44	137	28,000	20,000	—	48,500
Derby	34	242	23,500	8,900	—	32,488
Cenex	26	207	14,300	New	—	14,300
Emro	9	44	24,000	12,000	—	36,000
Kent	6	23	2,600	New	New	2,600
Sing	5	14	3,900	4,000	—	7,960
Canal	3	9	1,400	—	—	1,400
Certified	4	8	2,000	—	—	2,000
Gibble	2	10	2,400	—	—	2,400
Kwik-Fill	2	5	30,000	New	—	30,000
MFA	2	5	1,800	2,500	—	4,300
Tesoro	2	6	1,700	—	—	1,700
Totals (top 20)	**31,198**	**149,299**	**20,808,400**	**2,576,650**	**421,000**	**24,748,500**
Totals (next 14)	**254**	**1,016**	**203,800**	**53,000**	**—**	**329,623**
Grand total Top 34 Companies	**31,452**	**118,752**	**$21,012,200**	**$2,679,600**	**$421,000**	**$24,136,123**

*This is the most recent report available. The next one may not be available until the fall of this year.

Source: The Nilson Report, May 1987

C-Stores Continue Gasoline Growth

There is no question that convenience stores are becoming increasingly important in gasoline marketing.

Updated statistics and estimates for 1987 show that at least three C-Stores now rank among the top 15 gasoline marketers in the country, each having from 1% to 2% share of the national gallonage.

These super chains are Cumberland Farms, of Canton, Mass., which operates on the East Coast; Southland Corp., which is headquartered in Dallas, Tex., and is the acknowledged leader of the pack; and Circle K, which has its home base in Phoenix, Ariz., and is the fast growing chain of them all (See related story on Page 11 of this Factbook).

Southland, with a 1986 total of 7,600 stations, is in the process of divesting as many as 1,000 of them. Almost half of the Southland stores sell gasoline. Circle K currently has about 4,000 stores, of which two out of three sell gasoline. Its appetite to expand seems to be insatiable. Some industry people think that Circle K may catch up with or pass Southland a couple of years down the road.

In an industry athrob with change, hard statistics are difficult to come by. Most of the C-Store chains and the oil companies, including many small independents, are busily building new stores, modernizing older ones and dismantling others by the handsful too. It has been that way since the early '70s. At least 40,000 stores have been added to the surging establishment since 1980 alone. Of the national total, 39,200 are believed to be marketing gasoline. That would mean the gasoline end alone has more than doubled since 1980.

Current estimates by industry associations and trade publications put the 1987 total of C-Stores at 70,000-plus, with more than half—56% in round numbers—selling gasoline at their places of business.

Big Market Shares

These stores are credited with vending more than 19.6-billion gal. of gasoline in 1987. That's about 17% of the national total, estimated at 114.6-billion gal. in 1987. That's almost as much as Shell and Chevron, the two biggest gasoline marketers in the country, sold together last year.

The "Dollars Per Day Survey of the Small Food Industry" that John F. Roscoe, a West Coast chain marketer, does every year, estimated that the average C-store with gasoline sold more than 500,000 gal. annually. This would average out to about 40,000 gal./month per station.

Not all of the stores provide information on their retail margins but these were known to range between 7¢ gal. to 12¢ to 15¢ gal., depending on the store and the location. Many of the C-Stores are 24-hour affairs.

A federal government study of franchised operations, also an annual survey, confirms that the convenience store industry is thriving not only in physical numbers but in dollars as well.

The latest study, issued last spring, said franchised stores grew 5% in population in 1987 and 9% in dollars. The average store, the survey said, did a volume of about $787,000 per year.

Dollars Per Day Survey—1986(a)

Company	No. of Gasoline Units	Gal. Sold in 1986 (Add 000)	Avg. Gal. Sold per Day per Unit	Gasoline Margin per Gal.	% of Sales Contributed by Gasoline
Casey's	586	214,040	1,047	11.5¢	N/A
Circle K	2,433	904,300	1,049	N/A	31.5%
Southland	3,594	1,787,800	1,439	9.4¢	23.3
Sunshine Jr.	317	83,900	727	N/A	47.0
Munford	448	400,000	2,423	N/A	N/A
Silcop	200	91,826	1,304	N/A	13.2
Dairy Mart	415	86,000	1,078	8.6¢	14.5
Nat'l Convenience	723	425,700	1,624	7.7¢	14.7
Totals	**8,716**	**3,993,566**	**1,330**	**N/A**	**26.6**

(a) As ranked in 17th Annual Dollars Per Day Survey of publicly owned companies. Survey excludes companies like Cumberland Farms, which are privately owned but are nevertheless major gasoline retailers.

Box Score on C-Store Growth

Year	No. of C-Stores	No. of Gas Units	% of Stores With Pumps	Gal. Pumped Per Unit per year	Total gal. Pumped by C-Stores (Add 000)
1987 (*)	70,000	39,200	56%	500,000	19,600,000
1986	64,000	34,656	54	485,450	16,823,755
1985	60,000	32,064	53	465,740	14,933,487
1984	58,000	31,528	54	447,855	14,119,972
1983	53,000	28,164	53	438,005	12,346,111
1982	50,000	24,555	49	401,865	9,865,663
1981	39,000	18,330	47	379,600	6,958,068
1980	39,000	17,160	44	359,890	6,175,712

(*) Projected by *NPN*.
Source: 17th Annual Dollars Per Day Survey of the Convenience Store Industry by John Roscoe and Associates, published in February 1988.

Government Franchise Projections

	1988	1987	1986	Percent Changes '88-'87	Percent Changes '87-'86
Total number of establishments:	17,211	16,298	15,524	5.6%	5.0%
Company-owned	9,598	9,245	8,974	3.8	3.0
Franchisee-owned	7,613	7,053	6,550	7.9	7.7
Total sales of products and services: ($000)	$13,561,555	$12,325,478	$11,278,895	10.0	9.3
Company-owned	7,857,425	7,283,403	6,732,322	7.9	8.2
Franchisee-owned	5,704,130	5,042,075	4,546,573	13.1	10.9

Distribution by Establishments—1986

Size Groups	Franchising Companies Number	Establishments Number	Establishments %	Sales ($000)	Sales %
Total	**27**	**15,524**	**100.0**	**$11,278,895**	**100.0**
1,001 and Greater	3	11,388	73.4	8,951,369	79.4
501 - 1,000 151 - 500	7	3,546	22.8	1,996,410	17.7
51 - 150	4	353	2.3	205,690	1.8
11 - 50	9	216	1.4	114,956	1.0
0 - 10	4	21	0.1	10,470	0.1

Source: Franchising in the Economy, 1986-88, U.S. Department of Commerce, International Trade Administration.

C-Store Sales, Profits Are Up Again

Despite predictions that the industry is reaching the saturation point, convenience stores continue to enjoy almost spectacular growth in terms of both numbers, gross dollar volume and profits.

Preliminary figures from the *1988 State of the Convenience Store Industry Report* published by the National Assn. of Convenience stores and due for release in mid-June show that the number of C-stores increased to 67,500 in 1987, up 5.5% from 1986. Total industry sales jumped 10.6% over the previous year to $59.6-billion, with gasoline sales accounting for $20.5-billion (up 12.6%) or 34% of all C-store sales.

Industry profits were $1.3-billion before taxes in 1987, according to NACS. Average investment for a new urban store was $682,800.

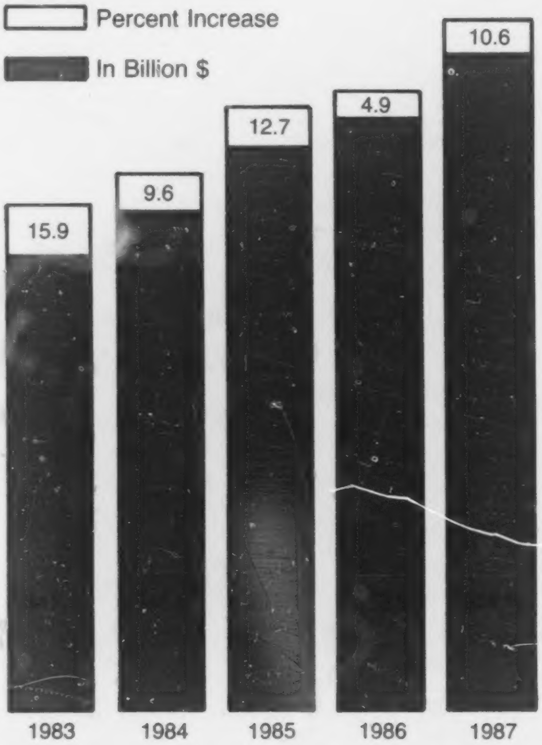
Meanwhile, data from NACS' 1987 survey shows that C-store gasoline margins improved dramatically in 1986, up to 11.2% from 7.3% in 1985 (See table below). Average store pre-tax profit in 1986 was $21,900, down slightly from the previous year.

C-store Gross Margin As a Percent of Sales

Survey Year	Gasoline Margin %	Non-Gasoline Margin %	Average Margin %
1986	11.2	35.5	25.1
1985	7.3	32.2	22.8
1984	6.0	32.0	21.6
1983	5.0	31.5	20.7
1982	4.5	30.1	20.8

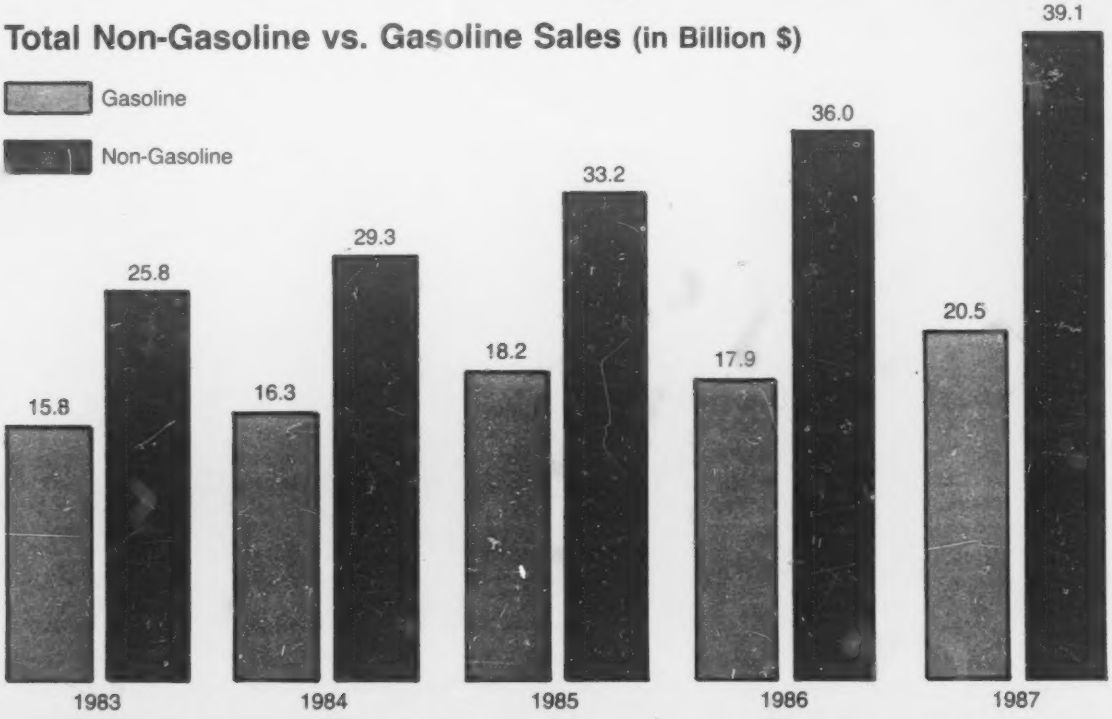
Source: NACS "1987 State of the Convenience Store Industry" survey.

Total Convenience Store Industry Sales



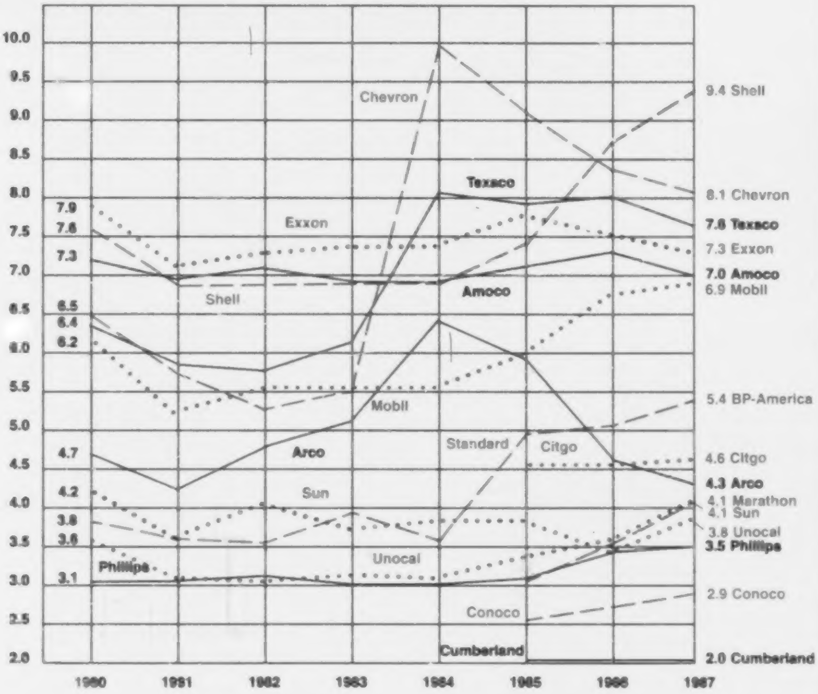
From the National Association of Convenience Stores' *1988 State of the Industry Report.*

Total Non-Gasoline vs. Gasoline Sales (in Billion $)



Trends in Gasoline Market Shares

15 Top Marketers 1980-1987



N.B.: This graph was revised in 1988 to include all marketers with national shares of 2.0% or more. In some instances, pre-1985 data were not available. This revised graph includes Citgo, Conoco and Cumberland Farms for the first time. Note also, Standard Oil was re-named BP-America in 1987.

Shell Retains Gasoline Marketing Leadership

Bolstered by an 8% increase in street sales and an overall increase of 12% in total sales, Shell Oil Co. has not only reaffirmed its right to be known as the nation's No. 1 gasoline marketer, it also set some new benchmarks in the process of winning the traditional "gasoline derby" in 1987.

Shell's gross gasoline volume exceeded 10-billion gal. last year, thus making it only the second oil company in history to get into that rarified atmosphere.

Chevron broke the 10-billion gal. ice in 1984, immediately after its purchase of Gulf Oil Corp. It slipped back into the 9-billion gal./year plus range the following year as it consolidated its acquired properties and began to spin off some marketing assets to comply with court requirements.

At that, however, Shell's 1987 volume was much higher than Chevron's—10.6-billion gal. versus 10.3-billion gal. for the latter. This is an all-time high for gasoline sales by any oil company.

Shell's relative share-of-market was, in round figures, 9.4% in 1987. Chevron's level in 1984 was 9.7%, so it still outranks Shell as the all-time percentage leader (See related graph above and tables elsewhere in this article).

To achieve its 10.6-billion gal. level in 1987, Shell had a 12% gain in gasoline sales. This followed in the wake of a 20% increase in 1986 which propelled Shell into the national leadership for the first time.

Shell is the American subsidiary of the Royal Dutch Shell Group of Companies which has dual headquarters in The Hague and London. BP-America, which ranked seventh in gasoline sales in 1987, is also owned by overseas oil interests. Formerly The Standard Oil Co., it was acquired 100% by BP-London last summer.

Second place in the annual gasoline derby was retained by Chevron for the second consecutive year. In lockstep fashion, just as they ranked in 1986, were Texaco, Exxon, Amoco and Mobil.

Chevron had only an insignificant increase in its 1987 gallonage while Texaco, Exxon and Amoco slipped slightly. Mobil recorded a 7.7% increase in gasoline sales. Among the second-tier companies, Conoco bettered its 1986 position by almost 10%. Unocal was up 6.5% and Phillips, 5.3%.

Important Changes in '87

In the 1987 boxscores of volumes and percentages, there are several items of special significance.

Citgo re-emerged as a privately owned, independent oil company after several years of confusing statistics and ownership changes, first by Occidental Petroleum Co., then by Southland Corp., the big Dallas-based C-store giant.

In mid-1986, Petroleos de Venezuela purchased a 50% interest in Citgo, thus moving the company out into the open as a stand alone independent and no longer a 100% satellite of the 7/Eleven chain. Citgo supplied 7,000-plus outlets in 1987, including Southland's 3,000 or so gasoline units, most of which are branded Citgo.

Sun's volumes and standings were changed in 1986 and 1987 by a restatement of gasoline volumes which reflected trading and purchasing of outside supplies for its own outlets and some third-party sales. This resulted in Sun moving up a notch or two in the boxscore, ahead of Marathon and Unocal. Sun said it intends to continue flavoring its consumption statistics like this in the indefinite future.

Understanding the Differences

It should be borne in mind that the gasoline volumes in this share-of-market update are those reported by the oil company and the others in their annual reports, 10-K reports to the Securities & Exchange Commission and supplemental operating reports that are used internally and sometimes released to outsiders.

The volumes are gross sales, not merely the retail gallons that are purchased by the millions of motorists on highways and byways year in and year out. These gross volumes naturally include wholesale and retail and, frequently, inter-refinery sales. Some companies say their figures are for motor fuel only while others concede that the totals include small amounts of lightend products such as naphthas and avgas.

Routine attempts are made by several organizations to separate out not only the retail volumes but the brand itself. The big problem here is that the organizations lean heavily on the state tax collection reports that sometimes identify the product sales by brand or company. Because there is no consistency in the collection and reporting systems of the various states, the figures can and do vary considerably. In ad[illegible], the Federal Highway Administration says the state data g[illegible]ly include on-highway and off-highway consumption as well [illegible] losses occasioned by evaporation, spills, leakages and so on.

This year's NPN report has been expanded to include all companies that sell 1-billion or more gal./yearly of gasoline, or represent at least a 2% share of the national market. New faces in this year's summaries, in addition to Citgo, are Conoco and Circle K, the second biggest C-store chain in the country. Circle K broke into the 1-billion-plus range in 1987 for the first time. It is a company to be watched because it has been growing in leaps and bounds while the No. 1 chain, Southland, has been retrenching. Southland said it will divest itself of at least 1,000 stores by mid-1988 but it will take time to determine how much impact these sales will have on its gasoline volume.

In between the two of them is Cumberland Farms, which sells more than 2-billion gal./year of gasoline in its own stores and the Gulf-Chevron stations it acquired several years ago when Chevron withdrew from the Northeast.

The C-Store Factor

It is interesting to note that three big C-store chains are among the top 15 gasoline marketers now. These are Cumberland Farms, Southland and Circle K. Which company is the so-called "biggest independent" is something else again. Cumberland Farms, which had the greatest retail volume, about 2.3-billion gal. in 1987, does not own or operate a refinery but it has a stranglehold on one in Newfoundland. Southland, with a little under 2-billion gal. last year, still owns a 50% interest in Citgo. Circle K, in the 1.2-billion gal. category, has no refinery. Just about it, however, is Getty Petroleum, which moves about 1.3-billion gal. and has a good C-store network but no refinery tie-in.

It's all a matter of deciding which is the purest of the pure, some industry sources said.

Gross Gasoline Gallons and Relative Market Shares—1987[a]

(1987 Gross Sales = 113,612,946 gal.) (a)

	Rank	% Share of Market	Gross Gals. (b)	% Chng. vs. 1986
Shell	1	9.351%	10,623,690	11.8%
Chevron	2	8.109	9,213,330	0.6
Texaco	3	7.597	8,630,790	(1.2)
Exxon	4	7.286	8,278,200	(1.6)
Amoco	5	7.030	7,986,930	(0.4)
Mobil	6	6.949	7,894,950	7.7
BP-America*	7	5.415	6,151,929	12.9
Arco**	8	4.561	5,181,540	3.0
Citgo***	9	4.331	4,920,930	(2.7)
Sun****	10	4.063	4,615,863	4.5
Marathon	11	4.061	4,614,330	4.9
Unocal	12	3.753	4,264,410	6.5
Phillips	13	3.454	3,924,480	5.3
Conoco	14	2.888	3,280,620	9.7
Cumberland	15	2.024	2,300,000	NA
Getty	16	1.496	1,700,000	42.2
Circle K	17	1.012	1,149,750	27.1
Total		**85.1**	**96,731,742**	**6.7**

(a) Preliminary data; gross gallonage for 1987 projected by NPN based on FHA and API yearend data; (b) gallonage reported in company annual reports and 10-K's; *Formerly Standard Oil Co., taken over by BP in mid-summer 1987; **Arco's gallonage includes Lyondell Petroleum; ***Citgo's status was changed in 1986 (see explanation in 1986 footnotes); Citgo's gallonage includes 1.8-billion gal. retailed by Southland/7-Eleven Stores which, as a separate entity, would nominally rank below Cumberland andahead of Getty in the boxscore above; ****Sun restated its earnings in 1987 and 1986 (see explanation in 1986 footnotes).

1986 Gross Gallons and Relative Market Shares (revised)[a]

(1986 Gross Sales = 111,933,927,000 gal.)

	Rank	% Share of Market	Gross Gallonage	% Chng. vs. 1985
Shell	1	8.491%	9,504,600	20.4%
Chevron	2	8.183	9,160,020	(3.3)
Texaco	3	7.806	8,738,100	1.8
Exxon	4	7.326	8,416,170	1.9
Amoco	5	7.163	8,017,590	2.6
Mobil	6	6.546	7,327,740	9.9
Standard Oil	7	4.870	5,451,348	1.9
Citgo*	8	4.520	5,058,900	NC
Arco	9	4.492	5,028,210	8.3
Sun**	10	3.944	4,415,040	NC
Marathon	11	3.931	4,399,710	5.5
Unocal	12	3.561	3,985,800	7.0
Phillips	13	3.328	3,755,190	(1.2)
Conoco	14	2.671	2,989,350	3.7
Cumberland	15	2.055	2,300,000	—
Getty	16	1.068	1,195,740	8.3
Circle K	17	0.808	904,300	28.3
Total	**—**	**80.9%**	**90,654,874**	**NC**

(a) Market shares were revised to reflect Federal Highway Administration's corrected consumption total for 1986; (b) gallonage reported in company annual reports and 10-Ks; in addition, several other changes occurred, as follows: *Citgo, formerly a wholly owned subsidiary of Southland became a privately owned stand-alone oil company in 1986 through Southland's 50-50 joint venture with Petroleos de Venezuela; this gallonage includes Southland which had previously been reported separately; **Sun restated its gross gallonage sales in 1986 to reflect marketplace purchases to supply its own and third-party contract needs; NC-Not comparable with 1985 gallonages, i.e., Sun's restatement did not go beyond 1986, hence the older figures are not comparable; the 1987 listing includes more companies than are represented in the 1986 summations.

Share of Market—Top 20 Companies in 1986

	Production				
	Crude oil and NGL(a) (Add 000 b/d)	% of Mkt.		Natural gas Millions/CF	% of Mkt.
Exxon	761.0	7.40%	Chevron	718,320	4.48%
Standard Oil	726.6	7.06	Exxon	700,435	4.37
Arco	659.1	6.41	Shell	653,715	4.08
Texaco	590.0	5.73	Amoco	631,815	3.94
Shell	571.0	5.55	Texaco	613,930	3.83
Chevron	546.2	5.31	Mobil	546,770	3.41
Amoco	394.0	3.83	Arco	454,060	2.83
Mobil	342.0	3.32	Tenneco	364,677	2.27
Phillips	316.0	3.07	USX/Marathon	308,042	1.92
USX/Marathon	189.0	1.84	Phillips	299,300	1.87
Sun	171.3	1.66	Unocal	248,930	1.55
Unocal	167.9	1.63	DuPont/Conoco	248,000	1.55
Occidental	148.0	1.44	Occidental	244,185	1.52
DuPont/Conoco	126.0	1.22	Sun	219,000	1.37
Tenneco	104.1	1.01	Burlington Northern	145,100	0.90
City of Long Beach	76.9	0.75	Enron	127,276	0.79
Union Pacific/Champlin	71.2	0.69	Union Pacific/Champlin	122,700	0.77
Burlington Northern	71.0	0.69	Pennzoil	116,760	0.73
Amerada Hess	68.8	0.67	Mesa	112,376	0.70
Enron	50.9	0.49	Consolidated Nat'l. Gas	112,000	0.70

	Proved Reserves				
	Crude oil and NGL(a) (Million/bbl.)	% of Mkt.		Natural Gas (Billions/CF)	% of Mkt.
Arco	2,780.0	7.78%	Exxon	17,970	9.38%
Shell	2,632.0	7.51	Amoco	10,270	5.36
Exxon	2,627.0	7.49	Mobil	7,855	4.10
Standard Oil	2,406.2	6.86	Chevron	7,509	3.92
Chevron	1,880.0	5.36	Standard Oil	7,308	3.81
Texaco	1,654.0	4.76	Shell	6,788	3.54
Amoco	1,560.0	4.45	Arco	5,923	3.09
Mobil	1,014.0	2.89	Texaco	5,132	2.68
Unocal	661.0	1.89	Unocal	4,500	2.35
Sun	649.0	1.85	USX/Marathon	3,436	1.79
USX/Marathon	628.5	1.79	Tenneco	3,245	1.69
Phillips	496.0	1.41	Phillips	3,232	1.69
Occidental	484.0	1.38	Burlington Northern	2,887	1.51
DuPont/Conoco	317.0	0.90	Occidental	2,749	1.43
Tenneco	296.0	0.84	Sun	2,377	1.24
Amerada Hess	201.0	0.57	Mesa	1,997	1.04
Union Pacific/Champlin	148.7	0.42	DuPont/Conoco	1,977	1.03
Pennzoil	138.0	0.39	Anadarko	1,704	0.89
Sante Fe	124.4	0.35	Union Pacific/Champlin	1,511	0.79
Goodyear	123.4	0.35	Enron	1,435	0.75

	Refining Capacity				
	Operable Capacity (000 b/d)	% of Total capacity	Runs (000 b/d)(b)	% of U.S. total	% utilized
Chevron	1,845.0	12.24%	1,335.1	10.42%	72.4%
Exxon	1,143.5	7.59	1,080.0	8.43	94.4
Shell	1,045.8	6.94	975.0	7.61	93.2
Amoco	967.0	6.42	855.0	6.67	88.4
Texaco	886.0	5.88	920.0	7.18	96.3
Mobil	755.0	5.01	643.0	5.02	85.2
Arco	673.0	4.47	664.5	5.19	98.7
Standard Oil	667.6	4.43	622.8	4.86	93.3
USX/Marathon	513.0	3.40	442.2	3.45	86.2
Unocal	490.0	3.25	416.0	3.25	82.9
Sun	443.0	2.94	416.1	3.25	93.9
DuPont/Conoco	393.2	2.61	358.0	2.79	91.0
Ashland	346.5	2.30	321.7	2.51	92.8
Coastal	318.3	2.11	190.0	1.48	59.7
Phillips	305.0	2.02	301.0	2.35	98.7
Southland/Citgo	297.0	1.97	251.0	1.96	84.5
Koch	280.0	1.86	NA	NA	—
Union Pacific/Champlin	218.4	1.45	174.7	1.36	80.0
Kerr-McGee	155.8	1.03	138.0	1.08	88.6
Philbro (Solomon)	154.4	1.02	NA	NA	—

(a) Natural Gas Liquids and Condensate

(b) Runs are not listed in the usual ranking order; they are keyed to operable capacities in Column 1, hence some are not listed in their correct numerical positions.

Source: For all tables on this page, American Petroleum Institute "Market Shares and Individual Company data for U.S. Energy Markets: 1950-1986," published in October 1987.

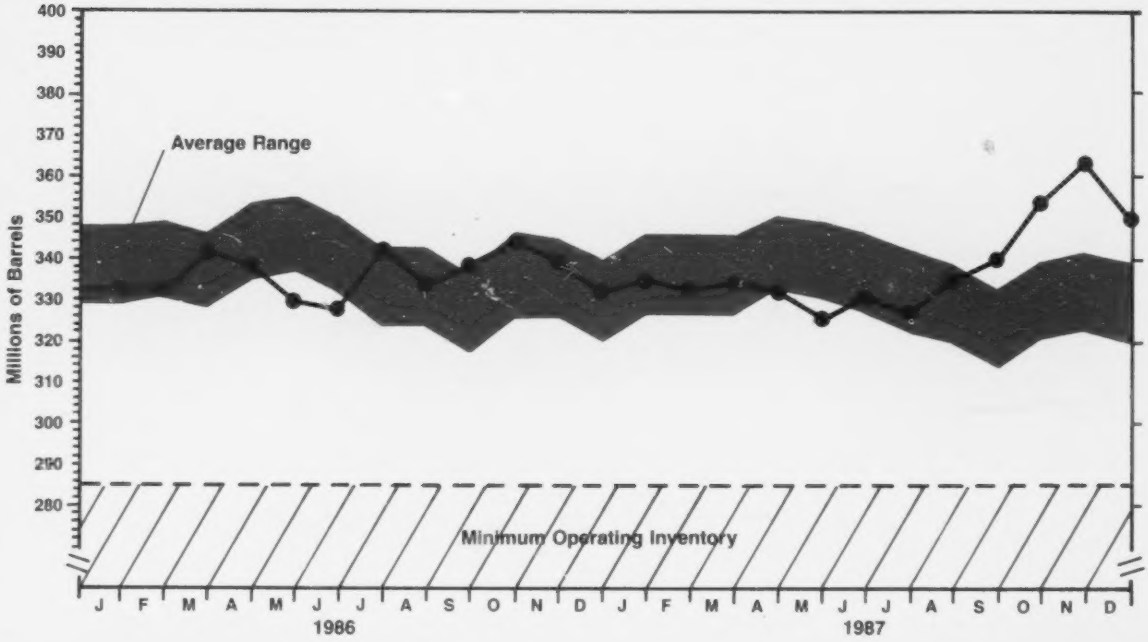
Share of Market —Concentration Ratios

(% of U.S. total)

	1986	1985	1980	1975	1970	1965	1960
Gasoline Sales							
4 Firms	29.4%	29.7	28.5	29.5	30.7	—	—
8 Firms	49.5	50.2	49.5	50.3	54.6	—	—
15 Firms	66.4	67.5	66.3	60.6	74.9	—	—
20 Firms	70.4	71.5	72.1	74.7	80.0	—	—
30 Firms	76.5	71.6	77.9	—	—	—	—
Proved Reserves of Crude Oil and Liquids							
4 Firms	29.7%	29.3	31.1	36.3	—	—	—
8 Firms	47.1	47.6	46.3	55.6	—	—	—
15 Firms	57.2	58.0	59.5	70.4	—	—	—
20 Firms	59.3	60.1	62.7	74.5	—	—	—
30 Firms	61.0	61.8	65.7	—	—	—	—
Production of Crude Oil and Liquids							
4 Firms	26.6%	26.1	25.3	26.1	26.3	23.9	20.8
8 Firms	44.6	43.7	40.8	41.2	41.7	38.5	33.5
15 Firms	56.5	55.3	56.1	57.0	56.9	50.3	44.2
20 Firms	59.8	58.4	60.6	61.2	61.1	55.0	49.1
30 Firms	63.3	62.0	64.8	—	—	—	—
Refining Capacity							
4 Firms	33.2%	34.4	29.0	29.9	32.5	30.4	32.0
8 Firms	53.0	54.4	49.0	53.5	57.5	54.3	55.0
15 Firms	71.6	73.0	67.0	74.1	78.1	75.0	72.5
20 Firms	79.0	80.3	74.5	81.3	84.3	83.0	81.4
30 Firms	87.9	88.8	82.3	—	—	—	—
Refinery Runs							
4 Firms	33.6%	34.3	31.2	32.9	34.2	31.0	33.2
8 Firms	55.4	57.8	53.9	57.7	61.0	55.3	56.8
15 Firms	74.9	78.8	73.6	79.4	84.6	73.3	74.2
20 Firms	81.1	84.6	81.5	86.8	91.1	81.4	83.4

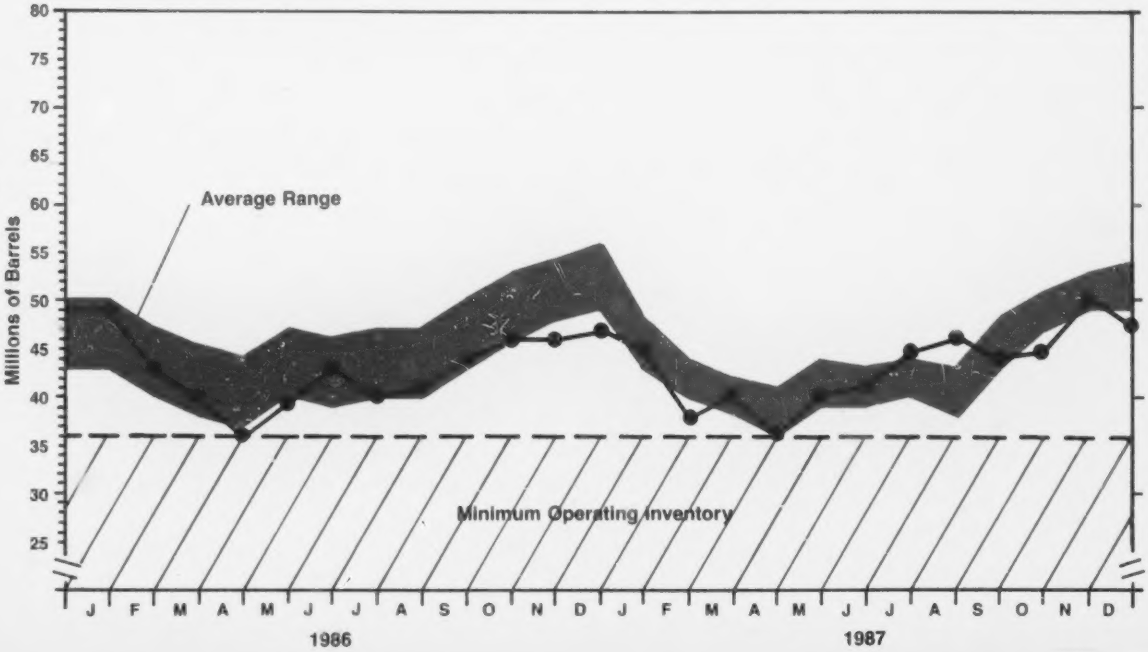
Source: American Petroleum Institute, Market Shares and Individual Company Data for U.S. Energy Markets 1950-1986, published October 1987.

Stocks of Crude Oil, U.S. Total
(Millions of bbl.)

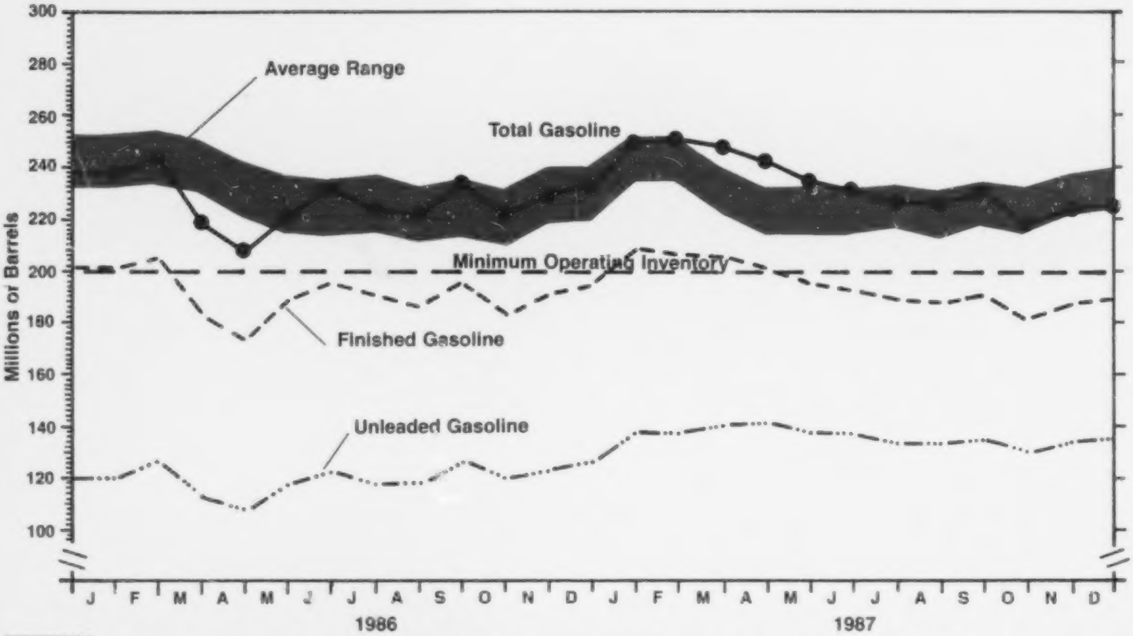


Crude Stocks at Primary Levels include those held at refineries, in pipelines, and in lease tanks, but do not include those held in the Strategic Petroleum Reserve operated by the U.S. Government. The average level and width of average range are based on three years of monthly data. The seasonal pattern is based on seven years of monthly data. National Petroleum Council defines the Minimum Operating Inventory as the minimum level required for routine operation. By its definition, runouts and shortages could occur if inventory levels fall below that level for any extended period of time.
Source: Department of Energy, Weekly Statistical Reports.

Stocks of Residual Fuel Oil, U.S. Total
(Millions of bbl.)

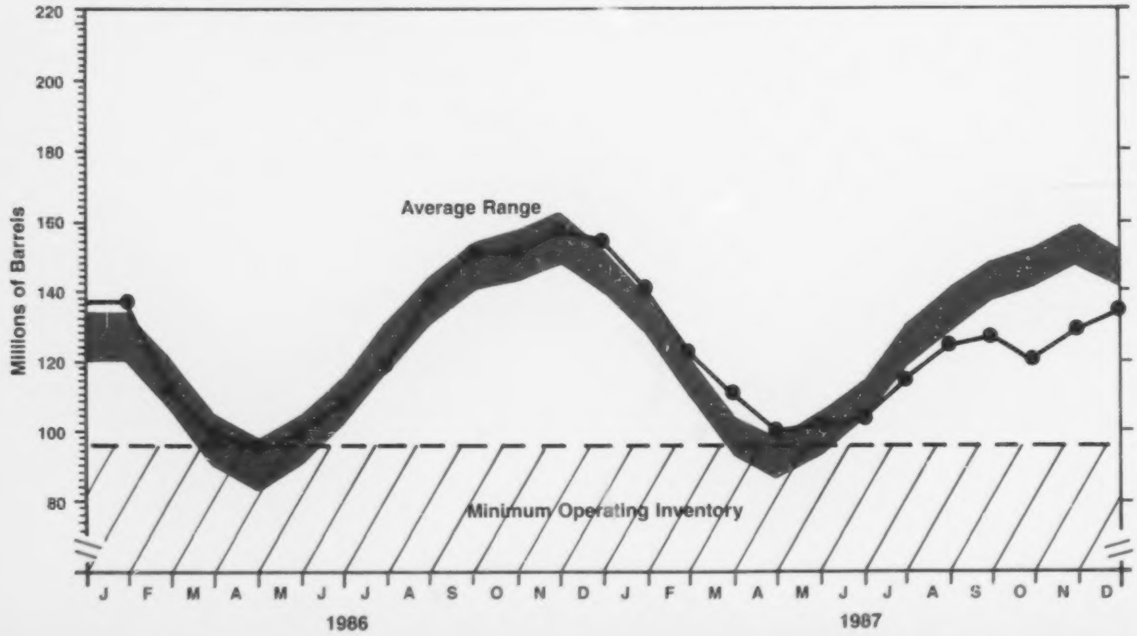


Stocks of Motor Gasoline, U.S. Total (Millions of bbl.)



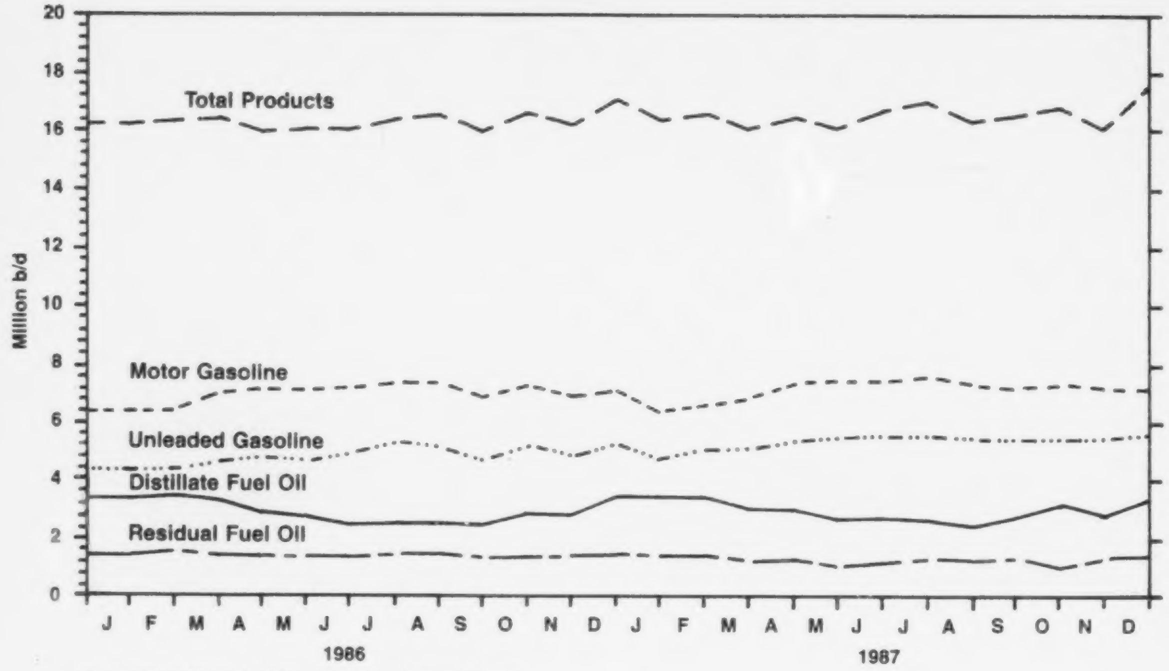
Product stocks at the Primary Level include those held at refineries, in pipelines, and at major bulk terminals. They do not include stocks held in secondary distribution facilities such as jobber tanks, consumer tanks, and/or barges designed for consumer markets. The average level and width of average range are based on three years of monthly data. The seasonal pattern is based on seven years of monthly data. National Petroleum Council defines the Minimum Operating Inventory as the minimum level required for routine operation. By its definition, runouts and shortages could occur if inventory levels fall below that level for any extended period of time.
Source: Energy Information Administration, Weekly Statistical Reports.

Stocks of Distillate Fuel Oil, U.S. Total (Millions of bbl.)



Domestic Product Supply Trends

(Million b/d)



Source: Energy Information Administration, Weekly Status Reports.

Petroleum Products Supplied

(Millions of b/d)

Year	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1987												
Finished Motor Gasoline	6.5	6.7	6.9	7.3	7.5	7.5	7.6	7.3	7.2	7.3	7.2	7.2
Leaded	1.7	1.7	1.8	1.9	1.9	1.9	1.8	1.7	1.7	1.7	1.6	1.5
Unleaded	4.8	5.0	5.1	5.4	5.6	5.7	5.7	5.6	5.5	5.6	5.6	5.7
Jet Fuel	1.3	1.4	1.3	1.3	1.3	1.3	1.4	1.4	1.3	1.4	1.3	1.4
Distillate Fuel Oil	3.3	3.3	3.0	3.0	2.7	2.8	2.7	2.5	2.8	3.1	2.9	3.3
Residual Fuel Oil	1.5	1.5	1.2	1.3	1.0	1.2	1.3	1.2	1.3	1.0	1.2	1.4
Other	3.9	3.7	3.5	3.6	3.6	4.0	4.1	3.9	3.9	4.0	3.5	4.1
Total	16.4	16.7	16.0	16.5	16.0	16.8	17.0	16.3	16.5	16.9	16.1	17.5
1986												
Finished Motor Gasoline	6.5	6.5	7.0	7.1	7.1	7.2	7.4	7.4	6.9	7.3	6.9	7.1
Leaded	2.1	2.1	2.3	2.3	2.4	2.3	2.3	2.3	2.1	2.2	2.0	2.0
Unleaded	4.4	4.4	4.7	4.8	4.7	4.9	5.2	5.1	4.8	5.1	4.9	5.2
Jet Fuel	1.3	1.3	1.2	1.3	1.2	1.3	1.3	1.4	1.3	1.3	1.4	1.4
Distillate Fuel Oil	3.3	3.4	3.2	2.9	2.8	2.5	2.6	2.6	2.5	2.9	2.9	3.3
Residual Fuel Oil	1.4	1.5	1.4	1.4	1.3	1.4	1.5	1.5	1.3	1.3	1.4	1.6
Other	3.6	3.5	3.5	3.3	3.5	3.6	3.4	3.7	3.9	3.9	3.7	3.6
Total	16.1	16.2	16.3	15.9	16.0	16.0	16.3	16.6	15.9	16.6	16.2	17.1
1985												
Finished Motor Gasoline	6.3	6.6	6.7	7.0	7.1	7.0	7.0	7.2	6.6	6.9	6.8	6.8
Leaded	2.3	2.5	2.5	2.6	2.6	2.5	2.5	2.5	2.3	2.4	2.3	2.2
Unleaded	4.0	4.1	4.2	4.4	4.4	4.5	4.5	4.8	4.4	4.5	4.5	4.6
Jet Fuel	1.2	1.2	1.2	1.3	1.1	1.1	1.2	1.2	1.2	1.3	1.3	1.3
Distillate Fuel Oil	3.5	3.3	3.1	2.8	2.6	2.6	2.4	2.6	2.6	2.9	2.7	3.3
Residual Fuel Oil	1.5	1.4	1.2	1.1	1.2	1.0	1.1	1.2	1.0	1.0	1.3	1.5
Other	3.6	3.7	3.3	3.3	3.5	3.7	3.7	3.8	3.7	3.8	3.4	3.7
Total	16.1	16.1	15.4	15.5	15.5	15.5	15.4	16.1	15.1	15.9	15.5	16.6

Source: Energy Information Administration, Weekly Status Reports.

Stocks of Motor Gasoline

(Add 000,000 bbl.)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1987												
Finished Motor Gasoline	209.3	207.1	205.8	201.4	195.8	192.7	189.1	187.9	191.1	181.9	188.0	192.8
Leaded	70.9	68.9	65.3	59.5	57.5	55.7	54.8	53.8	55.0	51.6	53.5	54.5
Unleaded	138.4	138.2	140.5	142.0	138.4	137.0	134.3	134.1	136.1	130.3	134.5	138.3
Blending Components	40.6	43.5	43.4	41.1	39.3	37.8	37.5	38.5	38.5	36.2	37.1	37.8
Total Gasoline	249.9	250.7	249.2	242.6	235.2	230.6	226.6	226.3	229.6	218.0	225.1	230.6
East Coast	72.7	68.6	69.0	68.9	65.5	66.7	69.5	67.0	64.4	60.0	63.0	64.4
Midwest	71.8	70.6	68.9	66.1	62.9	58.1	56.7	59.7	61.2	57.4	61.9	62.7
Gulf Coast	68.3	73.1	73.4	69.1	67.3	66.9	63.5	63.6	66.4	65.1	64.6	65.6
Rocky Mountain	8.0	8.5	8.4	8.0	7.4	6.1	5.4	5.7	6.1	5.7	6.1	6.6
West Coast	29.1	30.0	29.5	30.5	32.1	32.7	31.4	30.4	31.5	29.9	29.5	31.4
1986												
Finished Motor Gasoline	201.1	205.4	184.0	173.9	187.8	195.8	189.9	187.3	196.0	184.4	190.5	194.2
Leaded	80.8	79.3	70.9	65.8	70.9	74.1	72.7	69.4	69.9	64.8	67.2	68.2
Unleaded	120.2	126.1	113.1	108.1	116.9	121.6	117.2	118.0	126.1	119.7	123.3	126.0
Blending Components	37.3	38.1	34.7	33.6	32.7	34.7	34.1	34.2	38.0	37.9	38.9	38.8
Total Gasoline	238.3	243.5	218.8	207.5	220.5	230.5	224.0	221.6	233.9	222.4	229.4	233.1
East Coast	66.4	71.4	64.6	58.6	66.6	69.7	67.7	64.5	67.8	65.5	63.8	65.3
Midwest	66.7	69.8	64.8	56.7	57.8	61.4	58.5	58.3	61.0	57.9	62.5	63.1
Gulf Coast	65.7	64.2	55.6	59.2	62.2	64.3	61.9	64.4	67.6	62.4	65.2	69.1
Rocky Moutain	7.8	8.0	7.5	6.8	6.1	6.4	6.4	6.0	6.1	5.7	6.5	7.0
West Coast	31.8	30.2	26.2	26.2	27.7	28.8	29.5	28.3	31.4	30.8	31.3	28.6

Stocks of Distillate Fuel Oil

(Add 000,000 bbl.)

	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1987												
Total U.S.	141.4	123.5	110.0	100.4	101.8	104.3	114.7	125.2	126.9	121.1	129.0	137.2
East Coast	64.9	48.1	41.5	36.1	34.9	37.1	44.8	50.8	52.4	53.4	53.0	55.3
Midwest	34.4	33.7	30.7	29.0	28.7	28.8	29.8	31.8	31.6	26.7	33.1	36.2
Gulf Coast	27.8	27.8	24.3	22.8	24.1	24.9	27.6	29.7	29.6	28.4	29.4	30.9
Rocky Mountain	3.2	3.3	3.1	2.7	2.7	2.5	2.5	2.6	2.6	2.3	2.6	2.9
West Coast	11.0	10.8	10.4	9.8	11.4	11.0	9.9	10.2	10.7	10.4	10.9	11.9
1986												
Total U.S.	136.5	112.4	98.8	95.9	98.9	107.9	118.9	137.7	152.4	151.6	158.3	155.1
East Coast	55.3	38.0	36.1	30.1	30.7	35.2	46.3	59.4	68.9	73.3	74.1	75.3
Midwest	36.4	33.2	27.3	28.0	28.5	29.4	29.9	31.1	33.9	31.3	34.3	34.7
Gulf Coast	29.5	25.7	22.7	25.6	26.4	28.4	28.4	34.4	35.7	33.4	35.9	30.5
Rocky Mountain	3.2	3.3	2.4	2.6	3.0	3.0	3.1	3.0	2.9	2.7	3.0	3.3
West Coast	12.2	12.2	10.2	9.6	10.3	11.8	11.1	9.8	11.0	10.9	11.0	11.2

Stocks of Residual Fuel Oil

(Add 000,000 bbl.)

	Jan.	Feb.	Mar.	April	May	June	July	Aug	Sept.	Oct.	Nov.	Dec.
1987												
Total U.S.	45.0	38.1	39.6	35.9	40.3	41.3	45.1	45.5	44.2	45.4	49.7	48.8
East Coast	21.5	17.4	16.7	15.6	17.9	19.2	20.2	21.3	21.2	21.2	23.0	23.2
Midwest	2.8	2.7	3.1	3.1	2.8	2.7	2.9	3.0	2.9	2.5	3.2	3.5
Gulf Coast	12.0	10.3	10.9	9.3	11.1	11.6	13.4	11.9	10.7	12.9	13.2	13.7
Rocky Mountain	0.3	0.3	0.4	0.4	0.3	0.4	0.3	0.4	0.4	0.4	0.4	0.4
West Coast	8.4	7.4	8.6	7.5	8.2	7.4	8.2	8.9	9.0	8.4	9.9	8.6
1986												
Total U.S.	48.7	43.0	39.7	35.9	39.4	42.8	40.4	41.3	44.0	45.8	46.3	47.4
East Coast	22.1	18.3	15.8	14.1	15.8	18.4	17.3	18.5	21.8	23.3	21.3	22.9
Midwest	3.7	4.1	3.4	3.3	3.2	3.3	3.1	3.1	3.1	3.0	3.3	3.5
Gulf Coast	12.1	10.2	9.9	10.2	10.0	11.9	11.5	11.7	10.0	11.0	11.7	12.0
Rocky Mountain	0.5	0.4	0.4	0.4	0.4	0.4	0.4	0.3	0.3	0.3	0.3	0.3
West Coast	10.3	10.1	10.3	7.9	10.0	8.9	8.1	7.6	8.8	8.2	9.6	8.7

Source: Energy Information Administration, Weekly Statistical Reports.

Refinery and Bulk Terminal Stocks By States and PAD Regions—1987

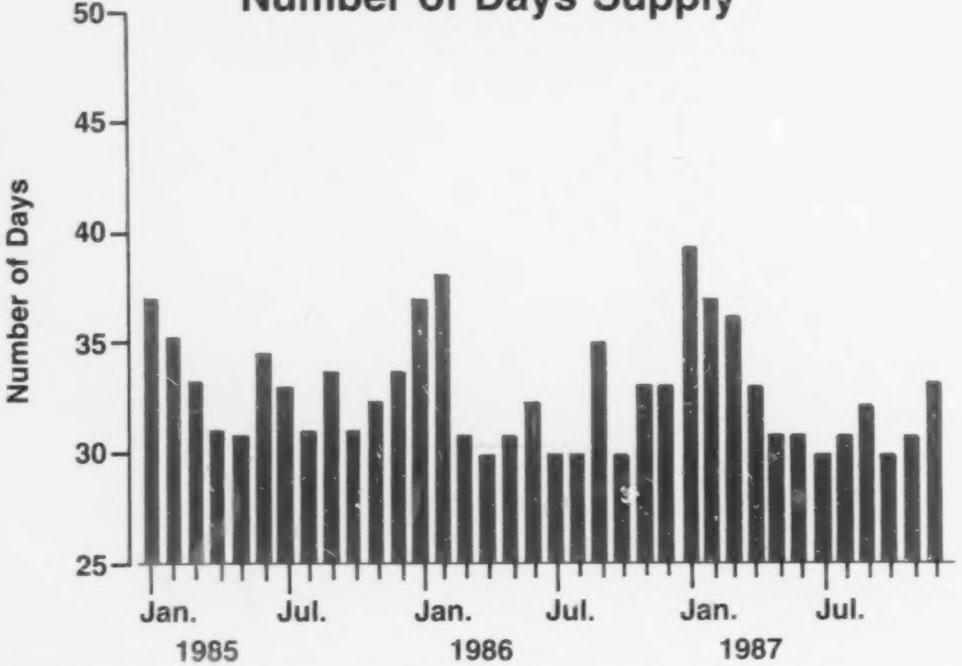
(Add 000 bbl.)

State	Leaded Gasoline	Unleaded Gasoline	Kerosine	Distillate	Residual
PAD District 1					
Connecticut	448	1,331	172	1,995	334
Delaware, D.C., Maryland	329	1,944	232	2,555	1,516
Florida	1,216	5,227	258	1,853	1,115
Georgia	813	1,872	98	1,202	263
Maine, New Hampshire, Vermont	346	917	199	2,232	445
Massachusetts	340	1,111	96	3,367	2,028
New Jersey	1,466	7,683	178	13,611	9,311
New York	1,251	3,354	405	6,039	4,684
North Carolina	997	1,684	412	1,574	404
Pennsylvania	1,722	5,037	694	5,968	1,771
Rhode Island	120	551	w	1,269	w
South Carolina	564	1,240	195	983	w
Virginia	694	2,350	196	2,834	772
West Virginia	108	126	w	117	w
TOTAL	**10,414**	**34,427**	**3,167**	**45,599**	**23,105**
PAD District 2					
Illinois	2,533	5,101	315	4,420	1,081
Indiana	1,481	3,193	409	3,487	398
Iowa	699	1,083	w	1,277	w
Kansas-Nebraska	1,065	1,642	17	2,761	64
Kentucky	754	837	95	1,232	w
Michigan	1,104	2,690	229	2,507	139
Minnesota	816	1,307	w	1,951	273
Missouri	455	807	w	818	w
North & South Dakota	350	535	28	866	w
Ohio	1,452	3,248	903	2,621	259
Oklahoma	938	1,559	w	2,075	210
Tennessee	774	1,295	88	1,032	246
Wisconsin	560	1,504	w	1,555	64
TOTAL	**12,981**	**24,801**	**2,460**	**26,602**	**3,038**
PAD District 3					
Alabama	541	928	151	900	657
Arkansas	201	261	w	250	w
Louisiana	1,339	4,301	511	4,813	4,512
Mississippi	731	2,150	13	2,154	w
New Mexico	169	214	w	299	17
Texas	5,574	14,521	869	13,232	6,937
TOTAL	**8,555**	**22,375**	**1,562**	**21,648**	**12,492**
PAD District 4					
Colorado	352	672	w	469	w
Idaho	214	150	0	188	0
Montana	462	591	w	770	80
Utah	261	274	w	434	95
Wyoming	331	547	w	652	w
TOTAL	**1,620**	**2,234**	**92**	**2,513**	**387**
PAD District 5					
Alaska	421	464	w	1,118	w
Arizona	298	406	w	256	0
California	3,645	8,524	134	5,415	5,895
Hawaii	101	406	0	453	w
Nevada	133	220	w	137	w
Oregon	813	794	w	1,101	193
Washington	1,631	1,810	w	1,629	952
TOTAL	**7,042**	**12,624**	**240**	**10,109**	**8,117**
U.S. Total	**40,612**	**96,461**	**7,521**	**106,471**	**47,139**

W = Withheld to avoid disclosure of individual company data.

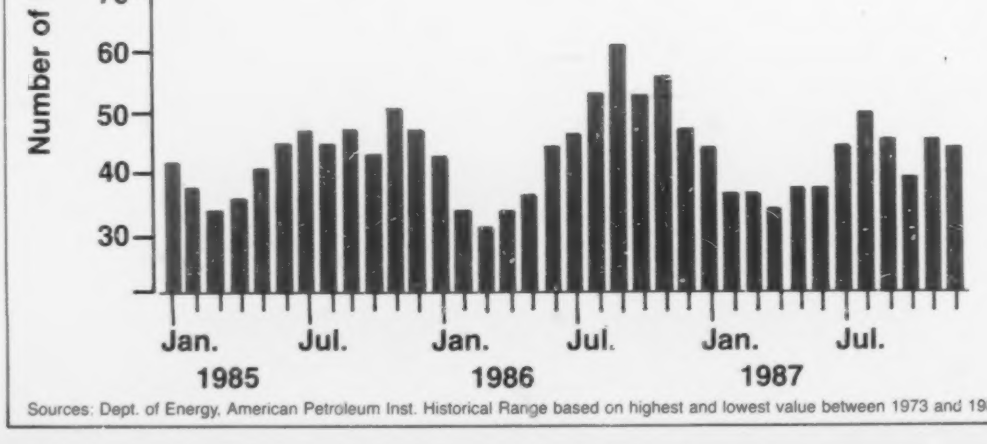
Source: Energy Information Administration, Petroleum Supply Monthly, December 1987, published March 1988.

Gasoline Inventories
Number of Days Supply



Sources: Dept. of Energy, American Petroleum Inst. Historical Range based on highest and lowest value between 1973 and 1980.

Distillate Inventories
Number of Days Supply



Sources: Dept. of Energy, American Petroleum Inst. Historical Range based on highest and lowest value between 1973 and 1980.

U.S. Crude Oil Production — 1986-1977

(Thousands of b/d)

	1986	1985	1984	1983	1982	1981	1980	1979	1978	1977
PAD District 1										
Florida	25.7	31.4	39.6	53.4	70.2	95.3	117.2	129.2	130.2	127.8
New York	2.3	2.9	2.3	2.3	2.3	2.3	2.3	2.3	2.3	2.3
Pennsylvania	10.4	13.3	11.7	11.7	11.7	10.2	7.2	7.9	7.9	7.4
Virginia	**	**	**	0.2	0.1	**	**	**	**	**
West Virginia	8.6	9.7	9.7	9.9	8.9	9.5	6.4	6.6	6.5	6.9
Total	**47.0**	**57.3**	**63.3**	**77.5**	**93.2**	**117.3**	**133.1**	**146.0**	**146.9**	**144.4**
PAD District 2										
Illinois	74.6	82.9	79.1	80.0	75.9	66.0	62.0	59.7	64.0	70.2
Indiana	13.0	14.2	15.1	14.6	15.2	12.9	13.6	12.9	12.8	14.6
Kansas	183.7	206.6	207.5	196.1	193.2	180.3	164.3	156.2	155.0	157.5
Kentucky	17.7	21.3	21.3	21.6	20.2	17.9	16.2	15.1	15.7	18.0
Michigan	70.4	74.8	83.7	86.9	86.2	89.5	97.8	95.5	95.0	90.3
Nebraska	19.4	19.0	17.7	17.5	18.8	18.3	17.0	16.6	16.1	16.4
North Dakota	125.0	139.3	144.3	138.9	129.5	124.4	110.2	84.7	68.0	63.8
Ohio	36.8	41.1	41.8	41.0	39.9	37.1	35.3	32.8	30.6	28.4
Oklahoma	386.6	445.9	461.3	434.5	434.6	422.1	410.2	393.6	412.2	428.4
South Dakota	4.3	4.4	3.7	3.2	3.2	2.7	2.1	2.3	2.4	1.7
Other (a)	2.1	2.9	3.3	3.6	3.7	3.2	2.4	1.9	1.8	2.4
Total	**933.6**	**1,052.4**	**1,078.8**	**1,037.9**	**1,020.4**	**974.4**	**931.1**	**871.3**	**873.6**	**891.7**
PAD District 3										
Alabama	57.9	59.1	54.3	51.4	54.8	56.6	60.5	52.5	54.3	50.0
Arkansas	43.2	52.2	51.3	51.6	51.6	50.3	49.8	51.7	55.7	55.3
Louisiana	1,403.0	1,392.4	1,411.7	1,313.9	1,255.9	1,231.0	1,281.8	1,341.6	1,459.6	1,542.2
Mississippi	82.2	83.9	89.8	86.2	90.5	93.7	98.2	102.3	115.1	117.9
New Mexico	207.4	215.2	217.4	205.9	194.6	196.1	205.1	218.2	228.4	239.0
Texas	2,300.3	2,435.2	2,478.8	2,473.0	2,535.1	2,589.4	2,670.6	2,789.3	2,942.6	3,117.5
Total	**4,094.0**	**4,238.0**	**4,303.4**	**4,182.0**	**4,182.5**	**4,217.1**	**4,366.0**	**4,555.6**	**4,855.7**	**5,121.9**
PAD District 4										
Colorado	80.3	82.9	79.0	79.6	83.7	83.0	81.4	88.5	100.8	108.1
Montana	74.2	81.6	81.5	80.1	84.7	84.4	80.0	82.1	83.5	89.5
Utah	107.3	111.8	95.0	80.9	61.5	70.9	68.2	76.0	85.9	90.7
Wyoming	332.4	352.1	340.5	324.1	324.1	357.7	345.2	361.3	376.4	373.9
Total	**594.2**	**628.4**	**596.0**	**564.7**	**554.0**	**596.0**	**574.8**	**607.9**	**646.6**	**662.2**
PAD District 5										
Alaska	1,866.6	1,825.3	1,727.1	1,713.8	1,695.6	1,609.1	1,616.6	1,400.9	1,229.1	463.6
Arizona	0.4	0.5	0.6	0.6	0.9	1.0	1.1	1.3	1.1	1.2
California	1,114.2	1,161.3	1,128.8	1,108.7	1,100.2	1,054.7	975.2	965.1	951.2	957.8
Nevada	8.0	8.3	5.2	2.2	1.7	1.9	2.4	3.4	3.2	1.8
Total	**1,989.2**	**2,995.4**	**2,861.7**	**2,825.3**	**2,798.4**	**2,666.7**	**2,595.3**	**2,370.7**	**2,184.6**	**1,424.4**
Total U.S.	**8,680.1**	**8,972**	**8,903**	**8,688**	**8,648**	**8,571**	**8,600**	**8,551**	**8,707**	**8,244**

**Less than 100 barrels per day.

(a) Missouri and Tennessee.

Source: Independent Petroleum Assn. of America and American Petroleum Institute Data Book.

Domestic Supply Trend (Add 000,000 bbl.)

Year	All products	Gasoline	Kerosine(a)	Distillate	Residual	LPG	Lubes	Other
1987(b)	6,024	2,616	447	1,077	454	580	59	791
1986	5,943	2,576	439	1,064	518	555	52	739
1985	5,740	2,493	404	1,047	439	584	53	720
1984	5,756	2,449	391	1,041	501	576	57	741
1983	5,585	2,417	353	982	519	551	53	710
1982	5,568	2,386	339	977	618	443	51	754
1981	5,861	2,404	342	1,032	762	407	56	858
1980	6,932	2,536	397	1,389	1,033	414	58	1,105
1978	6,879	2,705	377	1,253	1,103	358	63	1,020
1976	6,391	2,567	351	1,147	1,025	381	56	864
1975	5,958	2,436	347	1,041	899	362	50	823
1970	5,364	2,131	358	927	804	363	50	731
1965	4,202	1,720	220	776	587	307	47	545
1960	3,610	1,512	132	685	559	227	43	427

(a) Kerosine includes jet fuel; (b) Preliminary.

Source: Petroleum Supply Monthly, Energy Information Administration, 1987.

U.S. Estimated Petroleum Balance (Add 000 b/d)

	Full year			4th Quarter			3rd Quarter			2nd Quarter		
Petroleum Products Supplied From Primary Storage (a)	1987	1986	% Chng.	1987	1986	% Chng.	1987	1986	% Chng.	1987	1986	% Chng.
Products Supplied:												
Motor gasoline, total	7,174	7,034	2.0%	7,188	7,093	1.3%	7,418	7,429	2.3	7,188	7,093	1.3
Finished leaded gasoline	1,732	2,180	(20.6)	1,569	2,026	(22.6)	1,721	2,202	(21.8)	1,569	2,026	(22.6)
Finished unleaded gasoline	5,442	4,854	12.1	5,619	5,067	10.9	5,697	5,047	12.9	5,619	5,067	10.9
Naphtha-jet	206	202	2.0	205	208	(1.4)	229	208	10.1	205	208	(1.4)
Kerosine-jet	1,152	1,105	4.3	1,210	1,157	4.6	1,160	1,125	3.1	1,210	1,157	4.6
Distillate fuel oil	2,957	2,914	1.5	3,118	3,041	2.5	2,725	2,585	5.4	3,118	3,041	2.5
Residual fuel oil	1,253	1,418	(11.6)	1,219	1,430	(14.8)	1,244	1,431	(13.1)	1,219	1,430	(14.8)
All other oils	4,090	3,921	4.3	4,240	4,063	4.4	4,154	4,027	3.2	4,240	4,063	4.4
Reclassified	-264	-313	(15.7)	-326	-336	(9.8)	-222	-343	(35.3)	-303	-336	(9.8)
Total domestic products supplied	16,568	16,281	1.8	16,877	16,656	1.3	16,708	16,282	2.6	16,887	16,656	1.3
Exports	743	785	(5.4)	694	824	(15.8)	669	756	(11.5)	694	824	(15.8)
Total Products Supplied	**17,311**	**17,066**	**1.4**	**17,571**	**17,480**	**0.5**	**17,377**	**17,038**	**2.0**	**17,571**	**17,480**	**0.5**
Supply:												
Domestic production												
Crude oil	8.288	8,680	(4.5)	8,275	8,394	(1.4)	8,154	8,455	(3.6)	8,275	8,394	(1.4)
Natural gas liquids	1,600	1,551	3.2	1,614	1,539	4.9	1,591	1,474	7.9	1,614	1,539	4.9
Other supply	**884**	**811**	**9.0**	**716**	**684**	**4.7**	**881**	**860**	**2.4**	**716**	**684**	**4.7**
Total domestic supply	10,772	11,042	(2.4)	10,605	10,617	(0.1)	10,626	10,789	(1.5)	10,605	10,617	(0.1)
Imports:												
Crude oil, total (b)	4,600	4,130	11.4	4,932	4,437	11.2	5,172	4,820	7.3	4,932	4,437	11.2
Canadian	605	570	6.1	591	602	(1.8)	678	568	19.4	591	602	(1.8)
Other	3,995	3,560	12.2	4,341	3,835	13.2	4,494	4,252	5.7	4,341	3,835	13.2
Products, total	**1,905**	**2,045**	**(6.8)**	**1,975**	**2,092**	**(5.6)**	**2,065**	**2,196**	**(6.0)**	**1,975**	**2,092**	**(5.6)**
Residual Fuel oil	542	669	(19.0)	485	709	(31.6)	565	703	(19.6)	485	709	(31.6)
Other	1,363	1,376	(0.9)	1,490	1,383	7.7	1,500	1,493	0.5	1,490	1,383	7.7
Total imports	6,505	6,175	5.3	6,907	6,529	5.8	7,237	7,016	3.1	6,907	6,529	5.8
Total supply	**17,277**	**17,217**	**0.3**	**17,512**	**17,416**	**2.1**	**17,863**	**17,805**	**0.3**	**17,512**	**17,146**	**2.1**

(a) 1987 data are preliminary: (b) Does not include SPR imports or reserves.

Source: American Petroleum Institute, Monthly Statistical Reports, 1987.

U.S. Refinery Operations (Add 000 b/d)

	Full Year			4th Quarter			3rd Quarter			2nd Quarter		
U.S. Refinery Operations (a)	1987	1986	% Chng.	1987	1986	% Chng.	1987	1986	% Chng.	1987	1986	% Chng.
Input to crude distillation units	12,947	12,826	0.9	13,038	12,864	1.4	13,471	13,197	2.1	12,865	13,090	(1.7)
Operable capacity	15,670	15,459	1.4	15,684	15,438	1.6	15,696	15,447	1.6	15,635	15,474	1.0
Refinery utilization (%)	82.6	83.0	(0.5)	83.1	83.3	(0.2)	85.8	85.4	0.5	82.3	84.6	(2.7)
Crude oil runs	12.844	12,716	1.0	12,925	12,747	1.4	13,346	13,100	1.9	12,737	13,020	(2.2)

(a) Preliminary for 1987.

Source: American Petroleum Institute, Monthly Statistical Reports, 1987.

Crude Oil and Product Inventories (Add 000,000 bbl.)

	4th Quarter			3rd Quarter			2nd Quarter			1st Quarter		
Stocks	1987	1986	% Chng.	1987	1986	% Chng.	1987	1986	% Chng.	1987	1986	% Chng.
Crude oil (a)	352.2	331.2	6.3	334.3	337.8	(1.0)	324.6	326.7	(0.6)	335.3	340.9	(1.6)
Unfinished oils	91.9	94.0	(2.2)	103.3	95.1	8.6	104.2	108.4	(3.9)	106.6	102.9	3.6
Total motor gasoline(b)	227.5	233.1	(2.4)	228.8	233.9	(2.2)	230.9	230.5	0.2	247.3	219.9	12.5
Finished leaded gasoline	54.4	68.2	(20.2)	54.7	69.9	(21.7)	56.6	74.1	(23.6)	65.1	71.0	(8.3)
Finished unleaded gasoline	135.5	126.0	7.5	134.8	126.1	6.9	135.7	121.6	11.6	139.3	114.0	22.2
Naphtha-jet	7.2	7.1	1.4	6.5	6.7	(3.0)	7.1	6.6	7.6	7.2	5.8	24.1
Kerosine-jet	43.9	42.7	2.8	43.2	42.2	2.4	38.0	39.7	(4.3)	41.7	41.6	0.2
Distillate fuel oil	136.7	155.1	(11.9)	128.6	152.4	(15.6)	103.7	107.9	(3.9)	106.8	99.3	7.6
Residual fuel oil	46.1	47.4	(2.7)	45.1	44.0	2.5	39.1	42.8	(8.6)	38.2	38.8	1.5
All other oils	162.9	170.3	(4.3)	178.7	199.7	(10.4)	167.0	178.5	(6.4)	165.6	145.2	14.0
Total all oils	**1,068.4**	**1,080.9**	**(1.2)**	**1,068.5**	**1,111.6**	**(3.9)**	**1,014.6**	**1,041.1**	**(2.5)**	**1,048.7**	**994.4**	**5.5**

(a) Does not include Strategic Petroleum Reserve: (b) Total includes leaded and unleaded and blending components.

Petroleum Product Consumption—1986

(Add 000 bbl.)

	Motor Gasoline	Aviation Fuels	Middle Distillates (a)	Residual Fuel Oil	Asphalt	Propane	All Other (b)	Total Products
Alabama	43,423	2,974	18,023	2,099	3,739	2,803	9,551	82,612
Alaska	6,391	14,198	8,339	2,738	400	442	4,249	36,757
Arizona	38,437	4,282	8,894	1,089	2,714	943	7,367	63,726
Arkansas	26,645	589	11,456	482	1,053	3,004	5,651	48,880
California	307,521	59,832	81,582	56,330	16,487	11,804	69,746	603,302
Colorado	40,415	7,488	10,589	714	3,315	2,866	8,547	73,934
Connecticut	29,414	1,164	13,690	23,906	2,278	1,210	9,368	81,030
Delaware	9,177	115	7,172	1,115	653	109	2,398	20,739
Dist. of Columbia	3,482	337	3,245	844	22	60	1,044	9,034
Florida	129,989	19,101	30,689	38,299	8,837	7,194	30,603	264,712
Georgia	75,062	15,451	22,002	3,321	6,049	4,921	16,576	143,382
Hawaii	8,125	7,585	2,918	14,269	292	345	4,384	37,918
Idaho	10,677	412	5,052	2,190	583	475	2,535	21,924
Illinois	93,336	1,568	29,489	2,020	6,633	6,284	18,213	157,543
Indiana	59,374	17,430	29,037	2,191	6,503	4,700	15,586	134,821
Iowa	34,432	589	16,799	2,292	2,185	6,358	8,190	70,845
Kansas	55,623	6,351	30,452	1,595	2,849	33,057	16,984	146,911
Kentucky	41,993	3,121	19,022	519	2,451	3,271	9,200	79,577
Louisiana	62,470	16,393	44,829	29,956	1,921	11,385	21,824	188,778
Maine	12,485	533	7,438	7,490	787	574	3,831	33,138
Maryland	44,522	2,540	18,362	7,802	5,600	1,354	10,481	90,661
Massachusetts	54,027	6,489	40,468	35,188	1,195	1,536	18,157	157,060
Michigan	99,100	5,441	25,624	1,834	3,629	9,304	18,946	163,878
Minnesota	53,481	7,355	22,247	1,498	5,878	6,090	12,621	109,170
Mississippi	34,752	3,600	19,921	276	2,042	9,039	9,102	78,732
Missouri	60,041	6,248	17,948	376	4,690	4,213	12,260	106,046
Montana	11,301	1,041	6,189	56	2,133	1,388	2,890	24,998
Nebraska	17,525	556	11,919	1,061	1,023	2,641	4,539	39,264
Nevada	14,164	3,588	5,892	475	608	693	3,323	28,743
New Hampshire	6,235	132	6,875	2,910	593	953	2,313	20,011
New Jersey	117,614	37,025	81,346	33,345	5,968	2,808	36,354	314,460
New Mexico	18,274	1,005	8,358	544	1,733	5,032	4,568	39,514
New York	118,974	2,449	64,259	56,077	6,905	5,649	33,244	287,557
North Carolina	74,770	4,843	28,705	6,446	4,861	5,729	16,386	141,740
North Dakota	9,152	256	7,893	945	941	2,923	2,890	25,000
Ohio	110,739	8,964	39,899	2,322	7,873	4,238	22,750	196,785
Oklahoma	48,808	3,558	18,269	1,087	3,519	5,959	10,614	91,814
Oregon	30,377	2,344	15,784	2,917	2,386	1,350	7,210	62,368
Pennsylvania	113,535	9,091	57,521	29,135	6,388	5,043	28,852	249,565
Rhode Island	10,799	461	8,132	3,264	1,586	342	3,214	27,798
South Carolina	36,277	816	11,914	2,577	2,218	2,771	7,395	63,968
South Dakota	8,881	264	5,537	652	874	1,383	2,299	19,890
Tennessee	64,586	5,468	27,092	725	4,459	2,434	13,695	118,459
Texas	317,041	77,699	142,024	37,371	14,634	67,144	85,741	741,654
Utah	18,735	3,316	7,066	632	1,389	1,088	4,213	36,439
Vermont	2,481	258	2,582	358	449	578	877	7,583
Virginia	65,933	9,806	30,139	8,299	4,766	2,806	5,915	137,664
Washington	50,284	14,336	28,613	10,956	2,578	2,081	14,229	123,077
West Virginia	14,327	186	6,288	1,111	606	350	2,989	25,857
Wisconsin	48,111	1,334	21,215	211	2,204	5,293	10,244	88,612
Wyoming	7,022	138	7,594	353	1,721	4,726	2,818	24,372
TOTAL U.S.	**2,770,338**	**400,122**	**1,196,390**	**444,256**	**175,472**	**268,980**	**687,007**	**5,942,565**

(a) Middle distillates include kerosine. (b) All other includes naphtha, lubricants, waxes, petroleum coke and still gas.
Source: Independent Petroleum Assn. of America, "The Oil and Gas Producing Industry in Your State," 1987.

IPAA's New Outlook: Demand Up, But Domestic Output Still Soft

(Add 000 b/d)

DEMAND

			1988 Forecast			
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1988 Average	1987-88 % Chg.
Domestic Products			(Add 000 b/d)			
Motor Gasoline	7,003	7,476	7,455	7,266	7,300	1.6%
Aviation Fuels	1,501	1,385	1,437	1,453	1,444	4.9%
Middle Distillates	3,635	2,905	2,767	3,266	3,143	2.9%
Residual Fuel Oil	1,508	1,165	1,163	1,208	1,261	0.6%
Other Products	3,757	3,625	3,898	3,782	3,765	2.1%
Domestic Demand	17,404	16,556	16,720	16,975	16,913	2.2%
Total Exports	875	739	717	771	775	0.3%
TOTAL DEMAND	**18,279**	**17,295**	**17,437**	**17,746**	**17,688**	**2.1%**

SUPPLY

Domestic Production						
Crude Oil	8,312	8,185	8,118	8,086	8,175	−1.6%
Natural Gas Liquids	1,596	1,596	1,606	1,634	1,608	0.3%
Total Production	**9,908**	**9,781**	**9,724**	**9,720**	**9,783**	**−1.3%**
Imports						
Motor Gasoline	383	431	450	405	417	−2.3%
Aviation Fuels	67	60	62	59	62	77.1%
Middle Distillates	320	255	273	275	281	8.9%
Residual Fuel Oil	691	466	504	547	552	−0.2%
Other Products	664	668	566	794	673	7.2%
Total Products	2,125	1,880	1,855	2,080	1,985	4.4%
Crude Oil Imports	4,618	4,793	5,270	4,983	4,917	7.7%
Total Imports	6,743	6,673	7,125	7,063	6,902	6.7%
Other Supply	906	1,027	913	981	956	5.1%
TOTAL SUPPLY	**17,557**	**17,481**	**17,762**	**17,764**	**17,641**	**2.0%**
Refinery Inputs	12,908	13,263	13,345	13,166	13,170	2.4%

CLOSING STOCKS (millions of bbl.)

Motor Gasoline	230.0	225.4	223.5	227.0	227.0	0.3%
Aviation Fuels	48.0	47.1	48.6	48.7	48.7	−7.2%
Middle Distillates	98.5	106.2	132.6	141.0	141.0	−1.3%
Residual Fuel Oil	42.0	41.7	43.6	45.7	45.7	−3.4%
Other Products	238.5	265.2	268.0	255.3	255.3	2.6%
Total Products	657.0	685.6	716.3	717.7	717.7	0.0%
Crude Oil Stocks	344.5	332.8	332.0	332.3	332.3	−4.9%
TOTAL STOCKS	**1,001.5**	**1,018.4**	**1,048.3**	**1,050.0**	**1,050.0**	**−1.6%**

Source: IPAA Supply and Demand Committee, May, 1983.

The pattern of U.S. petroleum supply and demand in the past two years or so has become a familiar one, based on the new industry outlook released in May by the Independent Petroleum Assn. of America. That pattern: declining domestic production, rising demand and increased reliance on imports. The updated 1988 forecast, however, is not all that bad.

IPAA's forecast sees domestic oil demand rising 2.2% to 16.9-million b/d, the highest level in eight years. Crude oil production, while expected to decline again for the third year in a row to 8.18-million b/d should be down only 1.2% (compared to 4.3% last year) because of a modest increase in drilling activity and more output from Alaska's North Slope. Imports are expected to increase to 6.9-million b/d this year, up 6.7% over last year. Import dependence should reach 39% of total U.S. supply, up 2% from 1987.

Supply-Demand Forecast To 2000

Slow growth in consumption and slow increases in crude and product prices are anticipated by Chevron Corp. in its annual forecast on what's ahead for the U.S. petroleum industry in the last decade of this century.

In a nutshell, this is what Chevron's economists foresee in their 1987 World Energy Outlook, published last winter and based more heavily on 1986 than on 1987 perspectives:

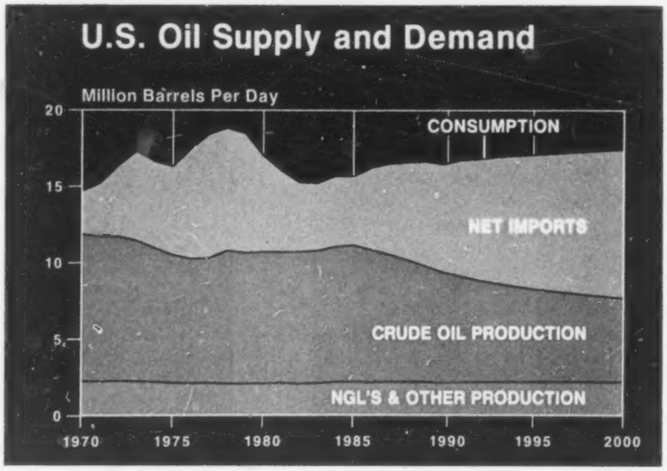
- 0.9% average annual growth in domestic energy consumption—about one-third the Gross National Product (GNP) rate.
- 0.5% average annual growth in domestic oil consumption (as distinguished from the total energy consumption above which includes coal, natural gas and other fuel and power sources). Oil's share of total energy consumed is expected to decline from 44% to about 40% by the year 2000.
- Domestic production of oil is expected to decline about 2.4% per year while U.S. imports of crude oil and products exceed 55% by the end of the century. (This would be an increase of about 10% to 15% over 1987 levels).
- Globally, crude oil prices are expected to fluctuate between $15 and $30 bbl., with real price increases literally unavoidable in the mid-to-late '90s.
- Refining Capacity: More than enough but there may be a need for additional facilities to convert fuel oil to light products by the mid-1990s. Also, if the federal government mandates reductions in gasoline vapor pressure and the sulfur content of diesel fuel, as it kept talking about in early 1988, substantial new investments may be needed to cope with the new situations.

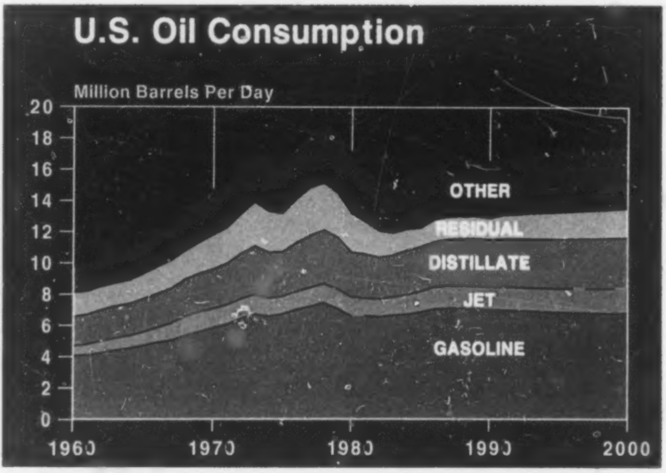
Slow Decline

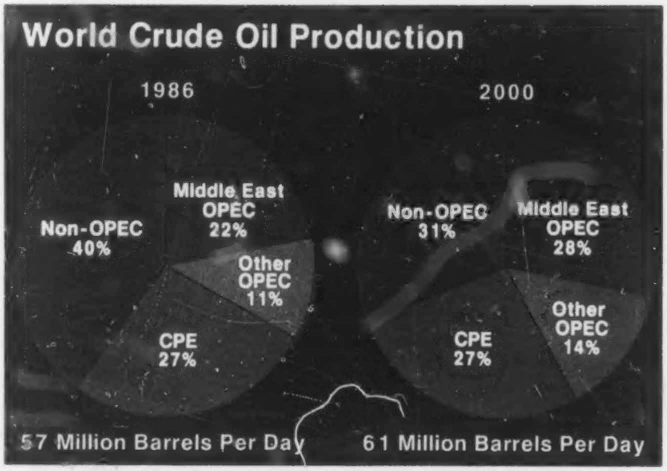
In a pithy commentary, the Chevron economists said:

"In response to the precipitous drop in oil prices in 1986, oil's share of total energy in the U.S. reversed the decline which began in 1979. Besides the increase in cheap transportation, cheaper oil displaced natural gas in industrial uses and in electric generation. Oil accounted for 44% of all energy consumed in 1986 compared with 42% in 1985 while natural gas' share dropped from 23% to 21%. The 1987 oil price recovery and the decline of other energy prices will cause the slow decline of oil's share of total energy to resume.

"Transportation fuels constitute two-thirds of total fuel consumption in the U.S. In 1986, gasoline consumption rose 3% as motorists drove more miles than ever before. However, increasing automobile efficiency will offset future growth in vehicle traffic and gasoline consumption will fall gradually, about 0.3% year."

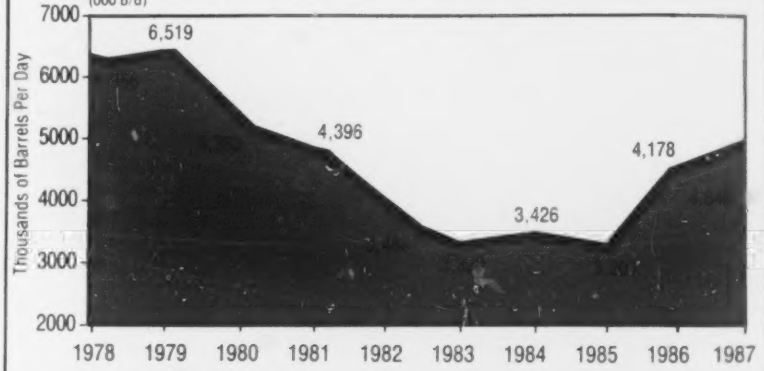






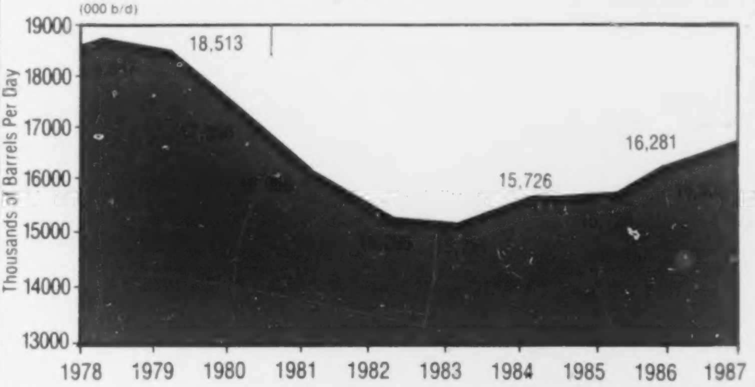
All three illustrations courtesy of Chevron Corp. 1987.

CRUDE OIL IMPORTS
(000 b/d)



DOMESTIC SUPPLY OF OIL PRODUCTS
(000 b/d)

Source Department of Energy



Unleaded Gasoline: The Growth by Years

(Add 000 b/d)

	Total Gasoline Consumption	Unleaded Gasoline Consumption	Unleaded Percent of total
1987 Average	**7,168**	**5,426**	**75.7%**
January	6,469	4,775	73.8
February	6,726	4,991	74.2
March	6,921	5,150	74.4
April	7,317	5,401	73.8
May	7,472	5,577	74.6
June	7,531	5,657	75.1
July	7,575	5,734	75.7
August	7,313	5,628	77.0
September	7,170	5,500	76.7
October	7,289	5,616	77.1
November	7,151	5,587	78.1
December	7,056	5,500	77.9
1986 Average	**7,034**	**4,854**	**69.0**
January	6,052	4,404	67.7
February	6,469	4,365	67.5
March	6,955	4,678	67.3
April	7,105	4,783	67.3
May	7,106	4,729	66.5
June	7,209	4,914	68.2
July	7,436	5,182	69.7
August	7,435	5,138	69.1
September	6,864	4,813	70.1
October	7,250	5,086	70.1
November	6,879	4,918	71.5
December	7,143	5,193	72.7
1985 Avg.	**6,831**	**4,406**	**64.5**
1983 Avg.	**6,622**	**3,647**	**55.1**
1981 Avg.	**6,588**	**3,264**	**49.5**
1979 Avg.	**7,034**	**2,798**	**39.8**
1977(a) Avg.	**7,177**	**1,976**	**27.5**

(a) Unleaded was mandated in July, 1977.
Source: Energy Information Administration, Petroleum Supply Monthly.

Supply and Demand, Principal Products (Add 000 bbl.)

	Motor Gasoline	Aviation Gasoline	Distillate Fuel Oil	Residual Fuel Oil	Jet Fuel (a)	Lubricants	Asphalt
Domestic Supply							
1987(b)	2,616,320	9,863	1,076,750	454,425	489,721	58,512	177,213
1986	2,567,410	10,803	1,063,610	517,570	475,472	47,292	163,526
Production							
1987(b)	2,494,410	9,730	998,640	323,025	485,582	61,879	163,265
1986	2,464,480	10,862	1,021,270	324,485	471,867	55,061	149,811
Imports							
1987(b)	131,400	110	87,600	200,750	13,099	4,081	13,469
1986	118,990	35	90,155	244,185	19,869	3,603	10,358

(a) Includes Naphtha and Kerosine-based fuels; (b) Preliminary including some estimates by NPN.

U.S. Oil Imports (a) (Add 000 b/d)

Year	Crude Oil	Other Products	Residual Fuel Oil	Total Imports	% of Total U.S. Supply
1987(b)	4,648	1,350	550	6,548	39.7%
1986	4,178	1,376	669	6,223	38.2
1985	3,201	1,356	510	5,067	32.2

(a) Does not include Strategic Petroleum Reserve; (b) Preliminary.
Source: Energy Information Administration, Petroleum Supply Monthly.

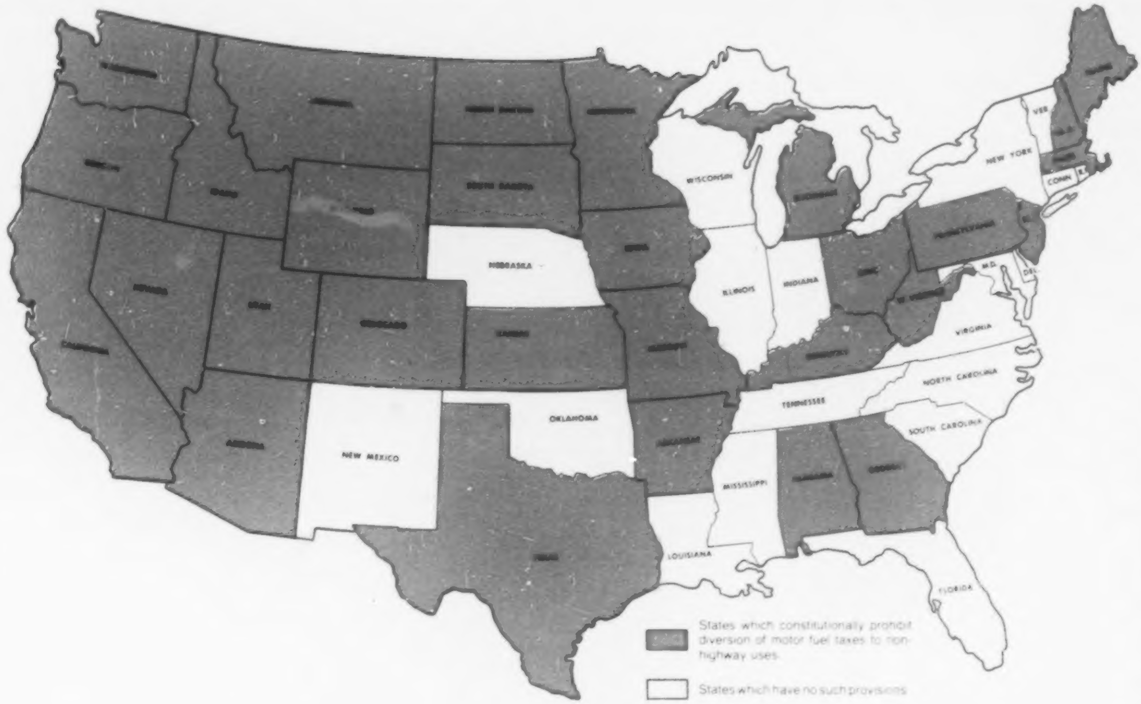
Origins of U.S. Oil Imports

	OPEC Sources		Arab OPEC		Hemispheres	
	Thous. b/d	% of total imports	Thous. b/d	% of total imports	Western Thous. b/d	Eastern Thous. b/d
1987(a)	3,272	46.0%	1,358	19.1%	NA	NA
1986	2,837	45.6	1,162	18.7	2,914	3,137
1985	1,830	36.1	472	9.3	2,855	2,130

(a) Preliminary.
Source: Energy Information Administration, Petroleum Supply Monthly.

	Total Well Completions			Proved Reserves (a)				Supply (Add 000 b/d)	
Year	Total	Dry	%Dry	Crude Oil (b)	Crude Production/ Reserve Ratio	Natural Gas (c)	Natural Gas Production/ Reserve Ratio	Domestic Crude & Natl. Gas Lqds.	Crude & Product Imports
1987(d)	33,100	10,241	30.9%	26,889	9.0	191.6	NA	9,972	6,547
1986	37,620	11,950	31.5	28,416	9.3	193.4	10.6	10,289	6,224
1985	71,359	21,699	30.4	28,416	9.3	193.4	10.6	10,580	5,067

(a) As of Jan. 1 of each year; (b)Millions of bbl.; (c) Trillions of cubic feet; (d) Preliminary.
Source: Energy Information Administration: American Petroleum Institute.


WISCONSIN
VER.
NEW YORK
CONN.
R.I.
NEBRASKA
ILLINOIS
INDIANA
MD.
DEL.
VIRGINIA
NORTH CAROLINA
TENNESSEE
OKLAHOMA
SOUTH CAROLINA
NEW MEXICO
MISSISSIPPI
LOUISIANA
FLORIDA
States which constitutionally prohibit diversion of motor fuel taxes to non-highway uses.
States which have no such provisions

State Motor Fuel Tax Collections

State	State Gasoline tax rates per gal. in 1987	Total state motor fuel tax revenues[a] (Add 000) 1987	1986	% Change
Alabama	13c	$313,556	$345,178	10.1%
Alaska	8	21,320	19,418	(8.9)
Arizona	16	298,463	318,639	6.8
Arkansas	13.5	197,101	198,430	0.7
California	9	1,204,901	1,262,245	4.8
Colorado	18	244,755	253,151	3.4
Connecticut	19	241,940	287,022	18.6
Delaware	16	41,906	52,957	26.4
Dist. of Col.	15.5	25,209	28,255	12.1
Florida	9.7	599,680	638,944	6.5
Georgia	7.5	299,058	313,574	4.9
Hawaii	11	39,205	41,262	5.2
Idaho	14.5	77,339	79,975	3.4
Illinois	13	672,139	726,510	8.1
Indiana	14	516,791	528,091	2.2
Iowa	16	244,395	260,185	6.5
Kansas	11	154,018	162,282	5.4
Kentucky	15	239,109	307,504	28.6
Louisiana	16	342,726	369,217	7.7
Maine	14	88,386	103,242	16.8
Maryland	18.5	323,847	401,089	23.9
Massachusetts	11	282,457	297,008	5.2
Michigan	15	648,485	684,384	5.5
Minnesota	17	342,842	360,458	5.2
Mississippi	15	145,489	185,642	27.6
Missouri	11	216,674	299,239	38.1
Montana	20	80,478	92,221	14.6
Nebraska	17.9	152,707	163,488	7.1
Nevada	16	79,328	96,083	21.1
New Hampshire	14	77,290	84,916	9.9
New Jersey	8	349,284	309,146	(11.5)
New Mexico	14	107,275	131,344	22.4
New York	8	499,719	526,320	5.3
North Carolina	15.5	503,734	590,000	17.1
North Dakota	17	53,891	64,036	18.8
Ohio	14.7	604,960	745,690	23.3
Oklahoma	16	204,409	213,247	4.3
Oregon	12	141,239	151,952	7.5
Pennsylvania	12	923,965	942,917	2.1
Rhode Island	15	55,315	63,450	14.7
South Carolina	15	258,848	269,283	4.1
South Dakota	13	51,937	57,347	10.4
Tennessee	17	425,328	507,650	19.4
Texas	15	1,002,272	1,463,400	46.0
Utah	19	114,175	158,833	39.1
Vermont	13	39,004	39,660	1.7
Virginia	17.5	441,740	572,090	29.5
Washington	18	406,562	430,243	5.8
West Virginia	10.5	102,833	93,975	(8.6)
Wisconsin	20	403,094	440,181	9.2
Wyoming	8	37,738	33,834	(10.3)
Total	—	**$14,938,656**	**$16,765,307**	**12.2%**
& change from prior year		**6.8%**	**12.2%**	

(a) Estimated for 1987. Both 1987 and 1986 totals include some miscellaneous "other receipts," however. These are smallish amounts. The bulk of the taxes herein are for gasoline. The totals do NOT include diesel fuel or LPG taxes.

Source: Federal Highway Administration, Table SS86-2, published in October, 1987.

State and Federal Gasoline Taxes—1987

(¢ per gal.)

	State gasoline tax rate	State gasohol tax rate	State diesel tax rate	State sales or special taxes*	State + 9.0¢ Federal tax
Alabama	13.0	10.0	14.0	—	22.0
Alaska	8.0	0.0	8.0	—	17.0
Arizona	16.0	16.0	16.0	—	25.0
Arkansas	13.5	13.5	12.5	—	22.5
California	9.0	9.0	9.0	yes	18.0
Colorado	18.0	18.0	20.5	—	27.0
Connecticut	19.0	19.0	19.0	yes	28.0
Delaware	16.0	16.0	16.0	—	25.0
Dist. of Col.	15.5	15.5	15.5	—	24.5
Florida	9.7	7.7	14.7	—	18.7
Georgia	7.5	7.5	7.5	yes	16.1
Hawaii	11.0	11.0	11.0	yes	20.0
Idaho	14.5	10.5	14.5	—	23.5
Illinois	13.0	13.0	15.5	yes	22.0
Indiana	14.0	14.0	15.0	yes	23.0
Iowa	16.0	15.0	18.5	—	25.0
Kansas	11.0	8.0	13.0	—	20.0
Kentucky	15.0	15.0	12.0	—	24.0
Louisiana	16.0	16.0	16.0	—	25.0
Maine	14.0	11.0	14.0	—	23.0
Maryland	18.5	18.5	18.5	—	27.5
Massachusetts	11.0	11.0	11.0	—	20.0
Michigan	15.0	15.0	15.0	yes	24.0
Minnesota	17.0	14.5	17.0	—	26.0
Mississippi	15.0	15.0	15.0	yes	24.5
Missouri	11.0	11.0	11.0	—	20.0
Montana	20.0	20.0	20.0	—	29.0
Nebraska	17.9	15.1	17.9	—	26.9
Nevada	16.0	15.0	17.0	—	25.0
New Hampshire	14.0	14.0	14.0	—	23.0
New Jersey	8.0	0.0	11.0	—	17.0
New Mexico	14.0	0.0	16.0	—	23.0
New York	8.0	8.0	10.0	yes	17.0
North Carolina	15.5	15.5	15.5	—	24.5
North Dakota	17.0	5.0	17.0	—	26.0
Ohio	14.7	14.7	14.7	—	23.7
Oklahoma	16.0	10.0	13.0	—	25.0
Oregon	12.0	12.0	12.0	—	21.0
Pennsylvania	12.0	12.0	12.0	yes	21.0
Rhode Island	15.0	15.0	15.0	yes	24.0
South Carolina	15.0	15.0	15.0	—	24.0
South Dakota	13.0	11.0	13.0	—	22.0
Tennessee	17.0	13.0	15.0	—	26.0
Texas	15.0	11.0	15.0	—	24.0
Utah	19.0	19.0	19.0	—	28.0
Vermont	13.0	13.0	14.0	—	22.0
Virginia	17.5	17.5	16.0	yes	26.5
Washington	18.0	16.2	18.0	—	27.0
West Virginia	10.5	10.5	10.5	—	19.5
Wisconsin	20.0	20.0	20.0	—	29.0
Wyoming	8.0	8.0	8.0	—	17.0

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* California: 4.75% sales tax; Connecticut: 2% oil company gross receipts tax; Georgia: 3% tax on retail price; Hawaii: 4% sales tax; Illinois: 6% sales tax; Indiana: 5% sales tax; Michigan: 4% sales tax; Mississippi: 6% sales tax; New York: 4% sales tax and 2.75% of gross receipts from sale of petroleum products; Pennsylvania: 6% franchise tax on gross receipts; Rhode Island: 2% of gross earnings of oil companies; Virginia: 3% of average wholesale price of taxable petroleum products.

Source: American Petroleum Institute and Federal Highway Administration.

Net Gasoline Tax Revenues by States (a)

(Thousands of Dollars)

	1987	1986	1985	1980	1975	State + 9.0¢ Federal tax on gasoline (a)
Alabama	$269,040	$252,869	$245,035	$172,922	$148,571	22.0¢
Alaska	19,360	21,258	24,144	26,175	18,015	17.0
Arizona	314,240	294,210	229,543	118,158	101,624	25.0
Arkansas	198,430	197,101	169,804	113,166	108,581	22.5
California	1,258,470	1,200,981	1,140,251	854,185	743,732	18.0
Colorado	253,050	244,666	185,088	113,442	91,303	27.0
Connecticut	282,780	238,322	212,053	153,155	138,471	28.0
Delaware	52,920	41,878	39,552	29,319	29,707	25.0
District of Columbia	28,210	25,169	24,753	37,576	20,484	24.5
Florida	631,368	592,452	552,407	417,133	362,518	18.7
Georgia	307,425	293,307	278,403	330,485	228,519	16.5
Hawaii	41,250	39,132	32,609	34,778	21,218	20.0
Idaho	79,895	77,252	78,086	52,793	37,112	23.5
Illinois	726,510	672,139	639,106	388,097	374,414	22.0
Indiana	523,900	512,623	416,034	255,149	242,764	23.0
Iowa	259,925	244,149	193,555	167,463	118,923	25.0
Kansas	162,120	153,857	150,421	118,937	94,295	20.0
Kentucky	307,440	239,069	191,457	187,446	168,746	24.0
Louisiana	368,480	341,887	351,109	188,281	153,397	25.0
Maine	103,180	88,333	85,350	51,652	50,609	23.0
Maryland	378,465	309,172	290,548	186,658	176,871	27.5
Massachusetts	296,120	281,527	285,988	212,035	179,913	20.0
Michigan	683,700	648,462	625,063	473,593	397,262	24.0
Minnesota	359,380	341,399	340,704	204,955	143,993	26.0
Mississippi	174,640	136,846	129,522	127,647	127,390	24.0
Missouri	297,440	215,445	208,208	203,177	178,793	20.0
Montana	91,945	80,177	78,966	51,089	36,470	29.0
Nebraska	163,472	152,691	129,180	104,331	81,127	26.9
Nevada	95,700	78,993	71,662	34,625	25,787	25.0
New Hampshire	78,120	71,115	66,231	48,046	36,096	23.0
New Jersey	308,930	349,050	312,791	288,764	278,567	17.0
New Mexico	127,025	103,709	98,149	69,999	57,690	23.0
New York	526,320	499,707	491,730	474,798	499,921	17.0
North Carolina	572,260	488,511	405,450	295,143	265,739	24.5
North Dakota	56,940	48,648	52,242	33,488	24,916	26.0
Ohio	745,690	604,960	549,637	393,133	371,404	23.7
Oklahoma	210,200	202,212	194,567	129,545	111,291	25.0
Oregon	151,800	141,149	125,967	92,880	81,696	21.0
Pennsylvania	939,160	920,233	892,469	575,891	455,400	21.0
Rhode Island	63,450	55,315	48,403	39,260	31,828	24.0
South Carolina	264,880	254,450	247,003	173,412	127,904	24.0
South Dakota	57,330	51,921	51,406	41,809	29,853	22.0
Tennessee	467,880	391,857	294,541	226,785	173,101	26.0
Texas	1,463,400	1,002,272	990,886	480,946	395,221	24.0
Utah	157,886	113,435	112,265	74,074	48,717	28.0
Vermont	39,660	39,004	37,949	21,745	21,703	22.0
Virginia	572,090	441,740	400,424	275,141	264,814	26.5
Washington	430,200	406,527	399,635	254,637	161,514	27.0
West Virginia	93,975	102,833	100,947	101,467	73,042	19.5
Wisconsin	440,181	403,094	374,029	198,684	156,116	29.0
Wyoming	31,680	35,319	34,278	37,576	20,484	17.0
Total U.S.	**$16,527,912**	**$14,742,487**	**$13,683,250**	**$9,736,915**	**$8,320,286**	**23.2¢**
% Change VS Preceding period	**12.1%**	**7.7%**	**40.5%**	**17.0%**	**32.1%**	**(Avg.)**

(a) Does not include sales and special taxes levied in some states and municipal areas; does not include "other receipts" from gasoline sales.
Sources: Federal Highway Administration, Table 5586-2, published in October 1987; data for 1987 are estimates.

Auto, Truck and Farm Tire Shipments

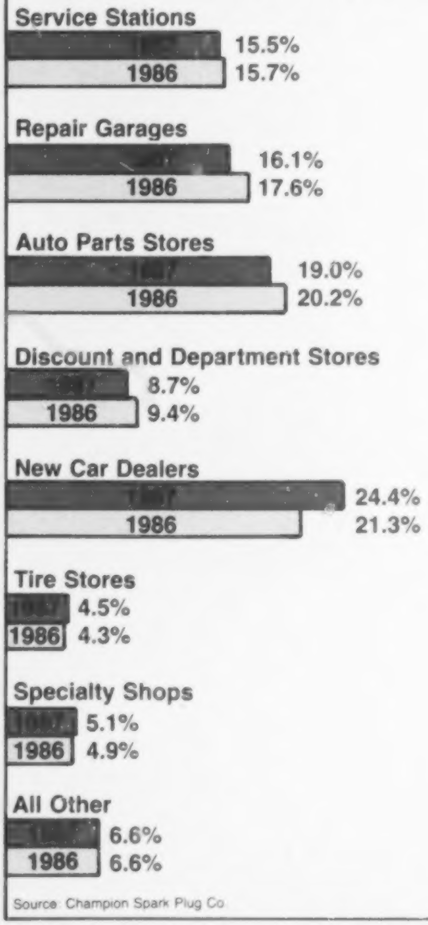
	Type of Tire (Add 000)							
	Passenger	% of Market	Bus/ Truck	% of Market	Farm Equipment	% of Market	Total of Market Type	% of Total
1987								
Original Equipment	52,913	86.2%	7,845	12.8%	608	1.0%	61,366	23.7%
Replacement	151,892	80.3	34,514	18.3	2,658	1.4	189,064	73.1
Export	5,987	72.3	2,069	25.0	226	2.7	8,282	3.2
Total	**210,792**	**81.5**	**44,428**	**17.2**	**3,492**	**1.3**	**258,712**	—
1986								
Original Equipment	54,392	88.1%	6,859	11.1%	512	0.8%	61,763	25.1%
Replacement	144,267	80.6	32,392	18.1	2,319	1.3	178,978	72.7
Export	4,032	73.3	1,302	23.7	170	3.1	5,504	2.2
Total	**202,691**	**82.3**	**40,533**	**16.5**	**3,001**	**1.2**	**246,225**	—

Source: Rubber Manufacturers Assn., Monthly Statistical Report, December, 1987.

'87 Shipments Bounce Back

Depressed somewhat by a decline in original equipment shipments for passenger cars, total tire shipments in 1987 were rosier than they have been in recent years. Replacement tire shipments, which are almost three-quarters of the total market, were up more than 5% for passengers cars, according to Rubber Manufacturers Assn.

Where Consumers Get Tune-Ups



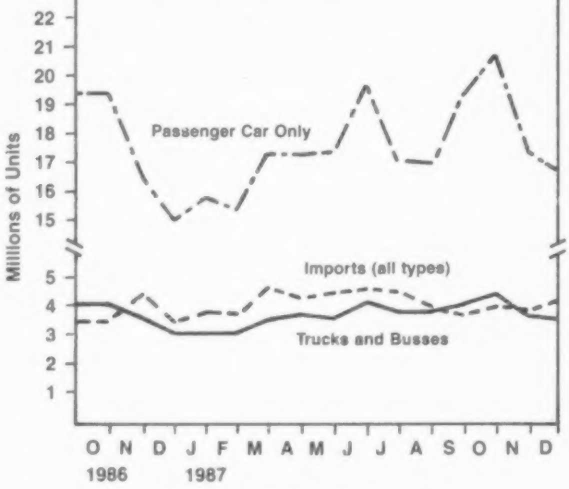
Source: Champion Spark Plug Co.

N.B. Because the questionnaires were revised and the categories were changed in 1987, the data in this chart are not comparable to prior Factbook issues.

'87 vs. '86	Passenger	Bus/ Truck	Farm Equipment	Total by Type of Market
Original equipment	(2.7)%	14.4%	18.8%	(0.6)%
Replacement	5.3	6.6	14.6	5.6
Export	48.5	58.9	32.9	50.5
Total	**4.0**	**9.6**	**16.4**	**5.1**

Source: Rubber Manufacturers Assn., Monthly Statistical Report.

Tire Shipment and Import Trends



Source: Rubber Manufacturers Assn., Monthly Reports 1987.

1986 Ethylene Glycol-Base Antifreeze Sales

	(Add 000 gal.)	
	Civilian	Government
Packaged ethylene glycol antifreeze sold in quart and gallon sizes	112,152,391	-0-
in drums	9,720,813	(*)
Total	**121,873,204**	**(*)**
Bulk ethylene glycol antifreeze (or ethylene glycol for antifreeze) sold to packagers	55,506,903	1,824,428
Bulk ethylene glycol antifreeze (or ethylene glycol for antifreeze) sold to motor vehicle manufacturers for "drive-away" or factory fill use	13,055,115	-0-
Total	**190,435,222**	**1,824,428**
Grand total (civ. and gov't.)		**192,259,650**

Parts and Services Look Good in '88

Although the growth patterns projected for 1987 fell a bit short of expectations in the automotive parts and services business, 1988 is expected to make up for it handsomely, according to the U.S. Commerce Department's annual study, "Franchising in the Economy 1986-1988."

Total sales of products and services this year are expected to exceed $13.7-billion, up a lusty 11.8% over 1987. Average sales per store are projected at $331,347 in 1988, up a more moderate increase of 5.8%.

The store population is continuing to grow, the federal survey shows. The population is expected to exceed 41,467, which also is up a modest 5.5% over 1987. It must be remembered, however, that this federal study concerns itself only with franchised stores which represent only about one-half of the true universe. The latter total is estimated around 75,000 by industry publications and associations.

Automotive products and services include just about everything from tires and spark plugs to lube jobs, oil changes and car washes.

Automotive Products and Services (a)

	1988 (b)	1987 (b)	1986 (b)
Total number of establishments	41,467	39,293	36,763
Company-owned	5,190	5,010	4,851
Franchisee-owned	36,277	34,283	31,912
Total sales of products and services (Add 000) (c)	$13,739,965	$12,293,498	$11,300,863
Company-owned	4,542,359	4,145,912	3,800,495
Franchisee-owned	9,197,606	8,147,586	7,500,368
Average sales per establishment (c)	$331,347	$312,867	$307,398
Company-owned	875,214	827,527	783,446
Franchisee-owned	253,538	237,657	235,033

(a) Includes tire, battery and accessory stores; auto and truck wash services; and brake and muffler repairs and services; (b) Data estimated by respondents; (c) Includes sales of non-automotive products such as household appliances, garden supplies, etc.
Source: "Franchising in the Economy, 1986-1988," Bureau of Industrial Economics, U.S. Department of Commerce.

Car Lubrication Service

1988 Crankcase Drain Intervals and Recommended Oil

		Normal Service		Severe Service		
Make	Model	Miles	Months	Miles	Months	Type Of Oil
Eagle	Jeep	7,500	7.5	—(a)	—(a)	SF/CC
Chrysler Corp.	Turbo	7,500	6	5,000	3	SF/CC SF/CD(b)
	Others	7,500	12	5,000	6	SF SF/CC
Ford Motor Co.	Turbo	5,000	6	3,000	3	SF SF/CC SF/CD
	Others	7,500	6	3,000	3	SF/CC SF/CD
General Motors	Turbo	3,000	3	3,000	3	SF/CC SF/CD
	Others	7,500	12	3,000	3	SF/CD

(a) For Jeep model, change at shorter intervals.
(b) preferred.
Source: Chek-Chart Publications, Simon & Schuster Inc.

1988 Automatic Transmission/Transaxle Drain Intervals and Recommended Fluids

		Normal Service		Severe Service	
Make	Fluid	Months	Miles	Months	Miles
Eagle	MERCON® (c)	30	30,000	—	—
Chrysler Corp.	Dexron®-II(b)	—	(a)	—	15,000
Ford Motor Co.	MERCON®	—	(a)	—	30,000
General Motors	Dexron®-II	—	100,000	—	15,000

(a) Drain not required for normal service.
(b) ATF + or Type 7176 fluid is preferred.
(c) Medallion models use Dexron®-II.
For Jeep models change at shorter intervals.

1988 Chassis Lubrication Intervals

	Normal Service		Severe Service			
Make	Months	Miles	Months	Miles	Type	Part or Specification No.
Jeep	7.5	7,500	Shorter - intervals		#2 Lithium EP	8993630
Chrysler Corp.	36	30,000	18	15,000	#2 Barium EP	4318063
Ford Motor Co. (a)	—	30,000	—	15,000	#2 Lithium EP with polyethylene 8-molybdenum disulfide	M1C75-B
General Motors (b)	12	7,500	6	6,000	#1-2 Multipurpose EP	1050679

(a) Rear wheel drive models only.
(b) Not required for GM-10 and 4WD A body models.
Source: Chek-Chart Publications, Simon & Schuster Inc.

Service Job Analysis Shows Extent Of Repair Work Done by Service Stations

U.S. gasoline service stations still perform a significant share of traditional automotive repair and service jobs, according to Hunter Publishing Company's latest Service Job Analysis.

A special survey in 1986, updating Hunter's massive 1984 SJA report, showed that service stations with repair bays still have a sizeable share of the traditional service market in many basic job categories.

The table beginning below, presenting data selected from the SJA's major repair/service categories, highlights those jobs frequently performed in service stations. Of the 53 job types covered in the table, service stations led in share of market in 27 categories.

The SJA data was based on a service dealer universe of 329,000 outlets at the beginning of 1987, including 115,000 service stations, 150,000 independent repair shops, 25,000 new car/truck dealers and 39,000 fleet service shops. The fleet service segment has been omitted from the table since it relates more to truck repair than automobile service. Not included in the SJA are data for discount stores, auto repair chains or other non-traditional repair outlets.

The 1986 SJA survey update indicated that service stations had a strong presence in the growth segments of the automobile service market—particularly alignment/suspension, carburetors/fuel pumps, air conditioning and cooling system service.

		Service Stations			Independent Repair Shops			New Car/Truck Dealers		
Job	Total Jobs* Performed (Add 000)	Number of Jobs Performed (Add 000)	% of Jobs	% Change from 1985	Number of Jobs Performed (Add 000)	% of Jobs	% Change from 1985	Number of Jobs Performed (Add 000)	% of Jobs	% Change from 1985
LUBRICATION										
Lube Jobs—Car	143,609	68,995	48.0%	(.8)	35,399	24.6%	.1	30,363	21.1%	4.1
Oil Changes—Car	157,509	74,621	47.4	.7	38,346	24.3	2.1	36,699	23.3	5.9
Engine Oil Sold—Quarts	893,889	441,139	49.4	1.9	217,501	24.3	2.3	159,519	17.8	4.7
Oil Filters Replaced—Car	135,422	65,718	48.5	.7	36,244	26.8	2.3	31,647	23.4	6.0
Air Filters Replaced—Car	58,411	25,680	44.0	1.0	20,515	35.1	2.9	11,236	19.2	4.4
CARBURETOR/FUEL PUMP										
Carburetors Installed—New	1,601	543	33.9	1.1	821	51.3	1.1	133	8.3	(1.1)
Carburetor Kits Installed	11,367	3,094	27.2	7.2	6,248	55.0	4.7	1,666	14.7	4.9
Fuel Pumps Installed—New	5,962	2.521	42.3	3.1	2,356	39.5	2.6	760	12.7	4.5
Fuel Filters Replaced—Car	49,441	18,635	37.7	7.4	20,347	41.2	6.7	9,624	19.5	8.4
IGNITION/TUNE-UP										
Engine Tune-Ups—Car	61,085	20,489	33.5	.3	27,042	44.3	.0	12,142	19.9	5.2
Spark Plugs—New	361,344	125,021	34.6	7.2	161,632	44.7	6.4	65,866	18.2	11.3
ELECTRICAL SERVICE										
Batteries Installed	30,304	16,248	53.6	5.8	9.898	32.7	3.9	2,463	8.1	4.3
Battery Cables Installed	16,404	7.318	44.6	1.1	6.699	40.8	.9	1.303	7.9	.9
Alternators Installed—New	2,418	996	41.2	(1.9)	897	37.1	(.3)	370	15.3	1.7
Alternators Inst.—Rebuilt	14,501	7,241	49.9	3.0	5,651	39.0	2.7	930	6.4	3.0
Starters Installed—New	1,792	648	36.2	(.4)	778	43.4	(.9)	271	15.1	.9
Starters Inst.—Rebuilt	12,236	5,975	48.8	3.2	4,856	39.7	2.5	748	6.1	2.7
Voltage Regulators Inst.—New	6,667	2,577	38.7	(1.7)	2,965	44.5	.7	764	11.5	.6
COOLING SYSTEM										
Systems Flushed	14,768	6,704	45.4	2.6	5,560	37.6	4.1	1,970	13.3	6.5
Radiators Replaced—Car	4,992	2,110	42.3	5.3	2,419	48.5	5.8	355	7.1	1.9
Radiator Hose Replaced	28,620	13,666	47.7	4.2	11,451	40.0	5.4	2,496	8.7	5.5
Belts Installed—All Types	60,359	28,054	46.5	6.9	23,299	38.6	8.1	6,602	10.9	8.3
Water Pumps Repl.—New	6,816	2,305	33.8	1.1	3,108	45.6	1.2	1,139	16.7	4.1
Water Pumps Repl.—Rebuilt	6,644	3,103	46.7	.7	2,655	40.0	4.0	633	9.5	2.8
Antifreeze Sold—Gal	87,728	39,936	45.5	3.3	29,327	33.4	3.9	11,545	13.2	7.2

		Service Stations			Independent Repair Shops			New Car/Truck Dealers		
Job	Total Jobs* Performed (Add 000)	Number of Jobs Performed (Add 000)	% of Jobs	% Change from 1985	Number of Jobs Performed (Add 000)	% of Jobs	% Change from 1985	Number of Jobs Performed (Add 000)	% of Jobs	% Change from 1985
EXHAUST SYSTEM										
Mufflers Replaced—Car	14,585	6,337	43.4%	2.1	5,997	41.1%	1.1	2,024	13.9%	1.0
Tail Pipes Replaced	13,110	5,772	44.0	2.1	5,422	41.4	.5	1,438	11.0	1.3
Exhaust Pipes Replaced	6,736	2,834	42.1	(.3)	2,767	41.1	(.9)	762	11.3	.2
Catalytic Converters Repl.	1,340	269	20.1	6.5	301	22.5	4.9	725	54.1	1.7
TRANSMISSION/CLUTCH										
Standard Trans. Rebuilt	1,270	95	7.5	(1.5)	555	43.7	(.3)	476	37.5	(1.0)
Automatic Trans. Rebuilt	2,830	262	9.3	3.5	1,060	37.5	.9	1,404	49.6	4.3
Auto. Trans. Fluid-Quarts	111,017	45,188	40.7	4.1	39,301	35.4	3.0	21,015	18.9	5.8
Auto. Trans. Filters Repl.	14,878	5,423	36.4	3.8	6,077	40.8	3.2	2,804	18.8	5.3
Universal Joints Repl.—Car	11,738	5,089	43.4	.5	5,524	47.1	.6	890	7.6	(.5)
ALIGNMENT/SUSPENSION										
Wheel Balancing Jobs	32,457	16,828	51.8	4.4	10,590	32.6	8.3	3,511	10.8	8.3
Front-End Alignment	25,712	5,944	23.1	6.7	13,087	50.9	10.2	6,286	24.4	9.6
Shock Absorbers Replaced	25,988	10,291	39.6	(.1)	12,581	48.4	1.3	2,218	8.5	1.0
MacPherson Strut Cartridges Installed	4,639	1,108	23.9	6.8	2,774	59.8	5.4	672	14.5	3.4
BRAKES										
Drum Brake Shoes Installed	26,548	10,516	39.6	3.8	12,326	46.4	2.1	3,287	12.4	2.0
Master Cylinders Replaced—New	4,791	1,580	33.0	3.5	2,654	55.4	4.2	409	8.5	1.3
Brake Drums Replaced	526	131	24.9	.6	274	52.1	.9	75	14.3	.1
Brake Drums Turned/Grnd.	31,607	10,806	34.2	8.2	15,961	50.5	7.3	3,925	12.4	6.6
Disc Brake Pads Installed—Car	36,978	14,368	38.9	8.7	16,838	45.5	6.0	5,307	14.4	7.3
Disc Brake Rotors Resurf.	37,813	12,197	32.3	11.7	20,639	54.6	10.1	4,418	11.7	9.0
CHEMICALS										
Engine Oil Additives	13,413	6,998	52.2	(.2)	3,348	25.0	1.5	2,748	20.5	3.7
Gasoline Additives	18,960	12,113	63.9	4.7	4,652	24.5	3.6	1,789	9.4	15.6
Transmission Additives	4,572	2,038	44.6	.0	1,823	39.9	1.6	664	14.5	2.7
Cooling System Rust Inhibitors	13,413	5,903	44.0	1.3	4,731	35.3	2.8	1,510	11.3	6.2
Refrigerant (Freon) Repl.	59,240	21,801	36.8	5.9	24,948	42.1	4.2	10,499	17.7	6.9
ACCESSORIES/AIR CONDITIONING										
Windshield Wiper Refills	43,811	25,472	58.1	5.8	12,092	27.6	3.0	4,570	10.4	7.7
Air Conditioners Serviced	19,571	8,088	41.3	4.1	6,804	34.8	2.6	4,242	21.7	4.6
Air Conditioner Compressors Installed—New	1,122	274	24.4	1.4	452	40.3	.4	352	31.4	3.1
Air Conditioner Compressors Inst.—Rebuilt	1,399	554	39.6	1.1	590	42.2	(.6)	185	13.2	1.6

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*Segment figures and percentages will not add up to total—remainder is accounted for by self-service fleet locations.

U.S. Refineries and Capacities by States

(Crude Oil Operable Capacity on Jan. 1, 1987)

(*after number indicates capacity shut down but capable of being placed in operation within 90 days.)

Company	b/d
Alabama	
Belcher Oil Co.	
(Formerly Mobile Bay Refining Co.)	
Chicksaw	26,600
Hunt Oil Co., Tuscaloosa	**33,500**
LL&E Petroleum Marketing	
(Formerly Louisiana Land & Exploration)	
Mobile	80,000
Vulcan Refining Co., Cordova	**9,500***
Warrior Asphalt Refining, Holt	5,000*
Total	**140,500**
	14,500*
Alaska	
Arco Alaska	
Anchorage	12,000
Prudhoe	22,000
Chevron U.S.A., Kenai	**22,000**
Mapco Petroleum Co.,	
North Pole	90,000
Petro Star, North Pole	**6,700**
Tesoro Petroleum Corp., Kenai	**72,000**
Total	**224,700**
Arkansas	
Berry Petroleum Co.	
Stephens	3,700
Cross Oil & Refining Co.,	
Smackover	6,700
Lion Oil Co.	
El Dorado	41,000
	7,000*
MacMillan Petroleum, Inc.,	
Norphlet	5,800
Total	**57,200**
	7,000*
California	
Arco Petroleum Products, Watson	**216,000**
Beacon Oil Co., Hanford	**17,300**
Champlin Petroleum Co.,	
Wilmington	64,000
Chevron U.S.A.,	
El Segundo	390,000
	15,000*
Richmond	270,000
	80,000*
Conoco, Santa Maria	**9,500**
Edgington Oil Co., Long Beach	**41,600**
Exxon Co. U.S.A., Benica	**120,500**
Fletcher Oil & Refining Co.,	
Carson	29,500
Gibson Oil & Refining Co.,	
Bakersfield	9,600
Golden West Refining Co.,	
Santa Fe Springs	40,600
Huntway Refining Co.	
Benica	7,000
Wilmington	5,500
Kern Oil & Refinery Co.,	
Bakersfield	21,400
Lunday-Thagard Oil Co.,	
South Gate	8,100
MacMillan Petroleum, Inc.,	
Long Beach	14,000
Mobil Oil Corp., Torrance	**123,000**
Newhall Refining Co. Inc.,	
Newhall	23,000
Oxnard Refinery, Oxnard	**4,000**
Pacific Refining Co., Hercules	**55,000**
Paramount Petroleum Corp.,	
Bakersfield	20,500*
Paramount	32,000
Powerine Oil Co.,	
Santa Fe Springs	33,400*
Sabre Refining Co.,	
Bakersfield	10,000*
San Joaquin Refining Co.,	
Bakersfield	10,000
	14,300*
Shell Oil Co., Martinez	**135,200**
Wilmington	102,000
Sunland Refining Corp.,	
Bakersfield	12,000
Texaco Refining & Marketing Co.	
Bakersfield	38,000
Wilmington	75,000
Tosco Corp., Avon	**126,000**
Unocal Corp.	
Arroyo Grande	41,500
Rodeo	**70,000**
Wilmington	108,000
West Coast Oil Co., Oildale	**5,000***
Western Oil & Refining,	
Long Beach	19,200*
Witco Chemical Corp., Oildale	**0**
Total	**2,218,800**
	211,900*
Colorado	
Asamera Oil (U.S.),	
Commerce City	28,000
Conoco Commerce City	**41,500**
Total	**69,500**
Delaware	
Texaco Refining & Marketing Co.	
Delaware City	140,000
Florida	
Seminole Refining Corp.	
St. Marks	17,000
Georgia	
Amoco Oil Co., Savannah	**28,000**
Young Refining Corp.,	
Douglasville	6,000
Total	**34,000**
Hawaii	
Chevron U.S.A., Honolulu	**48,000**
Hawaiian Independent Refining,	
Ewa Beach	66,000
Total	**114,000**
Illinois	
Clark Oil & Refining Corp.,	
Blue Island	64,600
Hartford	63,600
Marathon Petroleum Co.,	
Robinson	120,000
	75,000*
Mobil Oil Corp., Joliet	**180,000**
Motor Oils Refining Co.,	
McCook	1,500
Shell Oil Co., Wood River	**274,000**
Unocal Corp.	
Lemont	151,000
Total	**854,700**
	75,000*
Indiana	
Amoco Oil Co., Whiting	**350,000**
Indiana Farm Bureau Cooperative	
Assn., Mount Vernon	21,200
Kentucky Oil & Refining Co.,	
Troy	1,000
Laketon Refining Corp., Laketon	**8,700**
Rock Island Refining Corp.,	
Indianapolis	45,000
Total	**425,900**
Kansas	
Derby Refining Co.,	
El Dorado	**30,400**
Wichit	**28,800**
Farmland Industries, Coffeyville	**56,500**
Phillipsburg	26,400
National Cooperative Refinery	
Assn., McPherson	70,900
Texaco Refining & Marketing Co.	
El Dorado	80,000
Total Petroleum, Arkansas City	**50,000**
Total	**343,000**
Kentucky	
Ashland Oil, Catlettsburg	**213,400**
Kentucky Oil & Refining Co,	
Betsy Lane	600*
Somerset Refinery Inc.,	
Somerset	5,500
Total	**218,000**
	600*
Louisiana: Gulf	
Calcasieu Refining Co.,	
Lake Charles	13,500
Calumet Refining,	
Princeton	4,207
Canal Refining Co.,	
Church Point	8,000
Citgo Petroleum Corp.,	
Lake Charles	297,000
	23,000*
Clairborne Gasoline Co.,	
Lisbon	7,500
Clark Oil & Refining Corp.,	
Mt. Airy	0
Conoco, Egan	3,200
West Lake	156,500
Exxon Co. U.S.A.,	
Baton Rouge	455,000
Hill Petroleum Co.	
Krotz Springs	57,400
St. Rose	32,000
Kerr-McGee Reining Corp.	
Cotton Valley	7,800
Dubach	10,000
Louisiana Oil Refining, Egan	8,400*
Marathon Petroleum Co.,	
Garyville	255,000
Murphy Oil U.S.A., Meraux	78,500
	14,000*
Pennzoil Products Co.,	
Shreveport	46,200
Placid Refining Co.,	
Port Allen	43,000
Shell Oil Co., Norco	215,000
Standard Oil Co.	
Belle Chasse	198,500
Tenneco Oil Co., Chalmette	130,000
Texaco Refining & Marketing Co.,	
Convent	225,000
Texas NAPCO, St. James	17,000*
Total	**2,243,307**
	62,400*
Michigan	
Crystal Refining Co.,	
Carson City	3,000
Lakeside Refining Co.,	
Kalamazoo	5,600*
Marathon Petroleum Co.,	
Detroit	68,500
Total Petroleum, Alma	**42,000**
Total	**113,500**
	5,600*

Company	b/d
Minnesota	
Ashland Oil, St. Paul Park	**67,143**
Koch Refining Co., Rosemount	**155,000**
Total	**222,143**
Mississippi	
Amerada Hess Corp., Purvis	**31,000**
Chevron U.S.A., Pascagoula	**295,000**
Ergon Refining, Vicksburg	**20,600**
Southland Oil Co., Lumberton	**5,800**
Sandersville	11,000
Total	**362,400**
Montana	
Cenex, Laurel	**33,650**
	7,800*
Conoco, Billings	**48,500**
Exxon Co. U.S.A., Billings	**42,000**
Flying J, Cut Bank	**5,600***
Montana Refining Co.,	
Great Falls	6,300
Total	**130,450**
	13,400*
Nevada	
Nevada Refining Co, Tonopah	**4,500**
New Jersey	
Amerada Hess Corp.,	
Port Reading	0
Chevron U.S.A., Perth Amboy	**80,000**
Coastal Eagle Point Oil Co.,	
Westville	90,000
Exxon Co. U.S.A., Linden	**100,000**
Mobil Oil Corp., Paulsboro	**100,000**
Seaview Petroleum Co.,	
Paulsboro	44,000
Total	**414,400**
New Mexico	
Bloomfield Refining Co.,	
Bloomfield	16,800
Giant Refining Co.,	
Gallop	18,000
Navajo Refining Co., Artesia	**34,700**
Thriftway Oil Co., Bloomfield	**6,100**
Total	**75,600**
New York: East	
Cibro Petroleum Products,	
Albany	41,850*
North Carolina	
City Gas & Transmission	
(Formerly ATC Petroleum)	
Wilmington	10,000*
GNC Energy Corp., Greensboro	**3,000***
Total	**13,000***
North Dakota	
Amoco Oil Co., Mandan	**58,000**
Flying J, Williston	**4,600***
Total	**58,000**
	4,600*
Ohio	
Ashland Oil, Canton	**66,000**
Standard Oil Co.	
Lima	168,000
Toledo	126,100
Sun Co., Toledo	**118,000**
Total	**481,100**
Oklahoma	
Barrett Refining Corp., Thomas	**12,500**
Conoco, Ponca City	**134,000**
Kerr-McGee Corp., Wynnewood	**34,000**
	9,000*
Sinclair Oil Corp.,	
Tulsa	50,000
Sun Co., Tulsa	**85,000**
Total Petroleum, Ardmore	**62,000**
Total	**377,500**
	9,000*
Oregon	
Chevron U.S.A., Willbridge	**0**
Pennsylvania	
Atlantic Refining & Marketing Co.	
Philadelphia	125,000
BP Oil Corp., Marcus Hook	**172,000**
Chevron U.S.A.	
Philadelphia	174,100
Pennzoil Co., Rouseville	**15,700**
Quaker State Oil Refining Corp.,	
Smethport	6,700
Sun Co., Marcus Hook	**155,000**
Total	**648,500**
United Refinery Co.,	
Warren	**60,000**
Witco Corp., Bradford	**8,500**
Total	**68,500**
	717,000
Tennessee	
Mapco Petroleum Co.,	
Memphis	60,000
Texas	
Amber Refining Co.,	
Fort Worth	19,700*
Amoco Oil Co.,	
Texas City	400,000
Champlin Petroleum Co.,	
Corpus Christi	154,400
Chevron U.S.A.	
El Paso	76,000
Port Arthur	406,900
Coastal Refining & Marketing Co.	
Corpus Christi	87,500
Crown Central Petroleum Corp.,	
Pasadena	100,000
Diamond Shamrock Refining & Marketing	
McKee	91,000
Three Rivers	47,000
El Paso Refining Co.	
(Formerly Texaco Refining & Marketing)	
El Paso	21,600
Exxon U.S.A.	
Baytown	426,000
	67,000*
Fina Oil & Chemical Co.	
Big Spring	55,000
Port Arthur	90,000
Hill Petroleum Co.	
(Formerly Charter International Oil Co.)	
Houston	65,000
Howell Hydrocarbons Corp.	
San Antonio	9,900
Koch Refining Co.	
Corpus Christi	125,000
La Gloria Oil & Gas Co.,	
Tyler	46,000
Leal Petroleum Corp.,	
Nixon	15,000
Liquid Energy Corp.,	
Bridgeport	10,000
Lyondell Petrochemical Co.	
Houston	260,000
Marathon Petroleum Co.,	
Texas City	69,500
Mobil Oil Corp.,	
Beaumont	275,000
Petrolite,	
Kilgore	1,000
Phillips 66 Co.	
Borger	105,000
Sweeney	175,000
Pride Refining,	
Abilene	28,500
Shell Oil Co.,	
Deer Park	214,000
Odessa	28,600
South Hampton Refining Co.,	
Silsbee	0
Southwestern Refining Co.,	
Corpus Christi	104,000
Texaco Refining & Marketing Co.,	
Port Arthur/Port Neches	250,000
Texas City Refining,	
Texas City	119,600
Trifinery	
Corpus Christi	30,000*
Unocal Corp.,	
Beaumont (Nederland)	120,000
Valero Refining Co.	
Corpus Christi	19,000*
Total	**3,426,500**
	185,750*
Utah	
Amoco Oil Co., Salt Lake City	**40,000**
Big West Oil Co.	
Salt Lake	24,000
Chevron U.S.A., Salt Lake City	**45,000**
Crysen Corp., Woods Cross	**11,500**
Phillips 66 Co.,	
Woods Cross	25,000
Seagull Refining Co.,	
Roosevelt	8,000
Total	**153,500**
Virginia	
Amoco Oil Co., Yorktown	**51,000**
Primary Oil & Energy Co.,	
Chester	2,400
Virginia Oil & Refining Co.,	
Jonesville	1,000*
Total	**53,400**
	1,000*
Washington	
Arco Petroleum Products Co.,	
Ferndale	163,000
Chevron U.S.A.,	
Richmond Beach	0
Mobil Oil Corp., Ferndale	**77,000**
Shell Oil Co., Anacortes	**77,000**
Sound Refining	
Tacoma	**11,900***
Texaco Refining & Marketing Co.,	
Anacortes	78,000
U.S. Oil & Refining Co., Tacoma	**32,000**
Total	**427,000**
	11,900*
West Virginia	
Quaker State Oil Refining Corp.,	
Newell	**12,150**
St. Mary's	**4,658**
Total	**16,808**
Wisconsin	
Murphy Oil Corp., Superior	**32,000**
Wyoming	
Amoco Oil Co., Casper	**40,000**
Frontier Refining Co.	
Cheyenne	33,500
Little America Refining Co.,	
Casper	24,500
Mountaineer Refining Co.,	
La Barge	350*
Silver Eagle Oil Co.	
La Barge	3,000*
Sinclair Oil Corp.,	
Sinclair	53,000
Wyoming Refining Co.,	
Newcastle	12,555
Total	**163,555**
	3,350*
Guam	
Guam Oil & Refining Co.,	
Agana	43,900*
Puerto Rico	
Chevron U.S.A.	
(Formerly Gulf Refining & Marketing Co.)	
Bayamon	38,000
Phillips Puerto Rico Core,	
Guayama	0
Sun Co., Yabucoa	**85,000**
Total	**123,000**
Virgin Islands	
Amerada Hess Corp., St. Croix	**370,000**
	175,000*

Source: Petroleum Supply Annual, 1986, Energy Information Administration, Published May 1987.

Lubricating Oil and Wax Capacities of U.S. Refineries

(All capacities in 000 b/d) as of Jan. 1, 1988

			Finished Lube Capacity					Wax Capacity	
Company	Location	Crude Capacity	A	B	C	D	Total	E	F
Amoco Oil Co.	Caspar, Wyo.	40.0	1.5	0.1			1.6		0.5
Amoco Oil Co.	Whiting, Ind.	350.0	6.2				6.2	0.6	
Ashland Oil, Inc.	Catlettsburg, Ky.	213.4	7.5				7.5		2.0
Calumet Refining Co.	Burnham, Ill.					0.6	0.6		
Calumet Refining Co.	Princeton, La.	4.4				3.2	3.2		
Chevron U.S.A. Inc.	Port Arthur, Tex.	406.9	6.1	0.5	2.0	0.1	8.7		0.3
Chevron U.S.A. Inc.	Richmond, Calif.	350.0			2.3		2.3	1.2	1.0
Cit-Con Oil Corp.	Lake Charles, La.		9.1				9.1	1.0	0.8
Conoco Inc.	Ponca City, Okla.	134.0	2.0				2.0	0.2	
Cross Oil & Refining	Smackover, Ark.	7.0				4.0	4.0		
Diamond Shamrock	Three Rivers, Tex.	2.0							
Exxon Co., U.S.A.	Baton Rouge, La.	455.0	16.0	0.5			16.5	1.5	
Exxon Co., U.S.A.	Baytown, Tex.	494.0	19.8		9.0		28.8		1.8
Farmland Industries, Inc.	Coffeyville, Kans.	56.5	2.5				2.5		0.2
Lubricating Co. of America	Saugus, Calif				0.5		0.5		
Lyondell Petrochemical Co.	Houston, Tex.	260.0	3.8				3.8		0.4
Macmillan Petroleum Inc.	Norphlet, Ark.	6.0				2.2	2.2		
Mobil Oil Corp.	Beaumont, Tex.	270.0	7.5				7.5	1.3	0.3
Mobil Oil Corp.	Paulsboro, N.J.	100.0	7.0				7.0		
Pennzoil Co.	Rouseville, Pa.	15.7						0.6	0.4
Pennzoil Co./Atlas Processing Co.	Shreveport, La.	46.2	3.6				3.6	1.0	
Petrolite Corp.	Barnsdall, Okla.							0.4	
Petrolite Corp., Bareco Div.	Kilgore, Tex.	1.0							0.3
Quaker State Oil Ref. Corp.	Emlenton, Pa.							0.7	
Quaker State Oil Ref. Corp.	Farmers Valley, Pa.	6.5	1.7				1.7	0.4	0.5
Quaker State Oil Ref. Corp.	Newell, W.V.	11.7							0.8
Quaker State Oil Ref. Corp.	St. Mary's, W.V.	4.9	1.0	0.6			1.6		0.3
Seaview Petroleum Co.	Paulsboro, N.J.	33.0				5.0	5.0		
Shell Oil Co.	Deer Park, Tex.	214.0	4.6				4.6	1.2	
Shell Oil Co.	Martinez, Calif.	135.2			3.8		3.8		
Shell Oil Co.	Wood River, Ill.	274.0							
Standard Oil Co.	Lima, Ohio	178.0	2.4				2.4		0.8
Sun Company, Inc.	Marcus Hook, Pa.	155.0				4.0	4.0		
Sun Company, Inc.	Tulsa, Okla.	85.0	7.5				7.5	0.8	
Sun Company, Inc.	Yabucoa, Puerto Rico	85.0							1.7
Texaco U.S.A.	Port Arthur, Tex.	250.0	15.0	0.1	1.0		16.1		1.8
Unocal	Nederland, Tex.	120.0	3.1				3.1	0.1	0.2
Unocal	Rodeo, Calif.	77.0	5.1				5.1	0.8	1.2
Witco Chemical Corp.	Bradford, Pa.	10.0	1.6	0.9			2.5	0.2	
Witco Chemical Corp	Oildale, Calif.	11.0			2.7	1.0	3.7		
	TOTAL:	**4862.4**	**134.6**	**2.6**	**21.3**	**20.1**	**178.6**	**12.0**	**15.3**

Canadian Refineries

Esso Petroleum Canada	Sarnia, Ontario	126.0	4.6		0.7		5.3	0.5	1.8
Esso Petroleum Canada	Strathcona, Alberta	157.0					2.7		0.6
International Waxes, Ltd.	Agincourt, Ontario							0.8	
Petro-Canada Products	Clarkson, Ontario	60.0					4.6		1.0
Shell Canada, Ltd.	Montreal East, Quebec	31.0	3.4				3.4		1.0
	TOTAL:	**374.0**	**8.0**		**0.7**		**16.0**	**1.3**	**4.4**

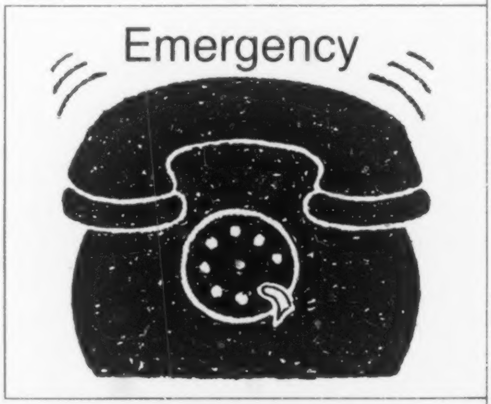
Definitions: A-Solvent extracted paraffinic lubes; B-Unextracted paraffinic lubes; C-Solvent extracted naphthanic lubes; D-Unextracted unhydrotreated naphthanic lubes; E-Fully refinished, crude scale and microcrystalline waxes; F-Semi-finished, slack waxes and petrolatums.
Source: National Petroleum Refiners Assn., Lubricating Oil and Wax Capacities, 1987

If there's a pain in your chest, be a pain in the neck.

Complain to a doctor.

Chest pain could be a sign of heart disease. The sooner you see your doctor, the better your chances for life.

American Heart Association
WE'RE FIGHTING FOR YOUR LIFE



U.S. Refineries and Capacities by Companies

(In descending order as of Jan. 1, 1987)

Important note: This listing includes capacity that is operational and capacity that is idle or shut down. In the latter case, this capacity can be restored to normal within 90 days. The Energy Information Administration says there were 219 operable refineries on Jan. 1, 1987, compared with a total of 216 the preceding year. The crude distillation capacity was 15.6-million b/d, compared with the year ago figure of 15.5-million b/d. For earlier data, see 1987 NPN Factbook.

Companies with a capacity of more than 100,000 b/d. Number of companies: 31; Total capacity: 13,511,343 b/d.

Company	b/d
Chevron U.S.A.	
Port Arthur, TX	406,900
El Segundo, CA	405,000
Richmond, CA	350,000
Pascagoula, MS	295,000
Philadelphia, PA	174,100
Perth Amboy, NJ	80,000
El Paso, TX	76,000
Honolulu, HI	48,000
Salt Lake City, UT	45,000
Kenai, AK	22,000
Total	1,902,000
Exxon Co. U.S.A.	
Baytown, TX	493,000
Baton Rouge, LA	455,000
Benicia, CA	120,500
Linden, NJ	100,000
Billings, MT	42,000
Total	1,210,500
Shell Oil Co.	
Wood River, IL	274,000
Deer Park, TX	214,000
Norco, LA	215,000
Martinez, CA	135,200
Wilmington, CA	102,000
Anacortes, WA	77,000
Odessa, TX	28,600
Total	1,045,800
Amoco Oil Co.	
Texas City, TX	400,000
Whiting, IN	350,000
Mandan, ND	58,000
Yorktown, VA	51,000
Casper, WY	40,000
Salt Lake City, UT	40,000
Savannah, GA	28,000
Total	967,000
Texaco Refining & Marketing	
Convent, LA	225,000
Port Arthur/Port Neches	250,000
Delaware City, DE	140,000
El Dorado, KS	80,000
Anacortes, WA	78,000
Wilmington, CA	75,000
Bakersfield, CA	38,000
Total	886,000
Mobil Oil Corp.	
Beaumont, TX	275,000
Joliet, IL	180,000
Torrance, CA	123,000
Paulsboro, NJ	100,000
Ferndale, WA	77,000
Total	755,000
Atlantic Richfield Co.	
Houston, TX	260,000
Carson (Watson), CA	215,000
Ferndale (Cherry Point), WA	163,000
Prudhoe, AK	22,000
Anchorage, AK	12,000
Total	673,000
Standard Oil Co.	
Belle Chasse, LA	198,500
Lima, OH	171,000
Toledo, OH	126,100
BP Oil Corp.	
Marcus Hook, PA	172,000
Total	667,600
U.S. Steel Corp.	
Marathon Petroleum Co.	
Garyville, LA	255,000
Robinson, IL	195,000
Texas City, TX	69,500
Detroit, MI	68,500
Total	588,000
Unocal Corp.	
Lemont (Chicago), IL	151,000
Beaumont (Nederland), TX	120,000
Wilmington, CA	108,000
Rodeo (San Francisco), CA	70,000
Arroyo Grande, CA	41,000
Total	490,000
E.I. Du Pont De Nemours & Co.	
Conoco, Inc.	
West Lake (Lake Charles), LA	156,500
Ponca City, OK	134,000
Billings, MT	48,500
Denver (Commerce City), CO	41,500
Santa Maria, CA	9,500
Egan (Acadia), LA	3,200
Total	393,200
Sun Co. Inc.	
Marcus Hook, PA	155,000
Toledo, OH	118,000
Tulsa, OK	85,000
Total	358,000
Ashland Oil Inc.	
Catlettsburg, KY	213,400
St. Paul Park, MN	67,143
Canton, OH	66,000
Total	346,543
Southland Corp./Citgo Petroleum Corp.	
Lake Charles, LA	320,000
Coastal Corp.	
Westville, NJ	90,000
Corpus Christi, TX	87,500
Hercules, CA	55,000
El Dorado, KS[1]	30,400
Wichita, KS	28,800
Chickasaw, AL[2]	26,600
Total	318,300
Phillips Petroleum Co.	
Phillips 66 Co.	
Sweeny, TX	175,000
Borger, TX	105,000
Woods Cross, UT	25,000
Total	305,000
Koch Industries	
Koch Refining Co.	
Rosemount, MN	155,000
Corpus Christi, TX	125,000
Total	280,000
Union Pacific Corp.	
Champlin Petroleum Co.	
Corpus Christi, TX	154,500
Wilmington, CA	64,000
Total	280,000
Kerr-McGee Corp.	
Kerr-McGee Refining Corp.	
Wynnewood, OK	43,000
Dubach, LA	10,000
Cotton Valley, LA	7,800
Southwestern Refining Co.	
Corpus Christi, TX	104,000
Total	164,800
Solomon, Inc.[3]	
Hill Petroleum Co.	
Houston, TX[4]	65,000
Krotz Springs, LA	57,400
St. Rose, LA[5]	32,000
Total	154,400
Total Petroleum Inc.	
Ardmore, OK	62,000
Arkansas City, KS	50,000
Alma, MI	42,000
Total	154,000
Mapco Petroleum Inc.	
North Pole, AK	90,000
Memphis, TN	60,000
Total	150,000
Fina Oil & Chemical Co.	
Port Arthur, TX	90,000
Big Spring, TX	55,000
Total	145,000
Diamond Shamrock Refining & Marketing Co.	
Sunray, TX	91,000
Three Rivers, TX	47,000
Total	138,000
Tenneco Oil Co.	
Chalmette, LA	130,000
Apex Oil Co.	
Clark Oil & Refining Co.	
Blue Island, IL	64,600
Hartford, IL	63,600
Total	128,200
Sinclair Oil Corp.	
Sinclair, WY	53,000
Tulsa, OK	50,000
Little America Refining Co.	
Casper, WY	24,500
Total	127,500

Company	b/d
Tosco Corp.	
Martinez, CA	126,000
Atlantic Refining & Marketing Corp.	
Philadelphia, PA	125,000
Murphy Oil U.S.A.	
Meraux, LA	92,500
Superior, WI	32,000
Total	124,500
Agway Petroleum Corp.	
Texas City Refining	
Texas City, TX	119,600

Companies with capacity of 30,001 to 100,000 b/d. Number of companies: 26; Total capacity: 1,352,150 b/d.

Company	b/d
Crown Central Petroleum Corp.	
Pasadena, TX	100,000
Farmland Industries Inc.	
Coffeyville, KS	56,500
Phillipsburg, KS	26,400
Total	82,900
LL&E Petroleum Marketing[6]	
Mobile, AL	80,000
Tesoro Petroleum Corp.	
Kenai, AK	72,000
National Cooperative Refinery Assn.	
McPherson, KS	70,900
Pennzoil Products Co.	
Shreveport, LA	46,200
Rouseville, PA	15,700
Roosevelt, UT[7]	8,000
Total	69,900
United Refining Co.	
Warren, PA	60,000
Vulcan Refining Co.	
Cordova, AL	9,500
Total	69,500
Paramount Petroleum Corp.	
Paramount, CA	46,500
Bakersfield, CA	20,500
Total	67,000
Pacific Resources Inc.[8]	
Hawaiian Independent Refinery	
Ewa Beach, HI	66,000
Lion Oil Co.	
El Dorado, AR	48,000
Texas Eastern Corp.	
La Gloria Oil & Gas Co.	
Tyler, TX	46,000
Rock Island Refining Corp.	
Indianapolis, IN	45,000
Seaview Petroleum Co.	
Paulsboro, NJ	44,400
Placid Oil Co.	
Placid Refining Co.	
Port Allen, LA	43,000
Soberbio	
Pride Refining Inc.	
Abilene, TX	42,750
Cibro Petroleum Products, Inc.	
Albany, NY	41,850
Triad Terminal Corp.	
Edgington Oil Co.	
Long Beach, CA	41,600
Cenex	
Laurel, MT	41,450
Holly Corp.	
Navado Refining Co.	
Artesia, NM	34,700
Montana Refining Co.	
Great Falls, MN	6,300
Total	41,000
Flying J Petroleum	
Cut Bank, MT	5,600
Williston, ND	4,600
Big West Oil Co.	
Salt Lake, UT	24,000
Total	34,200
Hunt Oil Co.	
Tuscaloosa, AL	33,500
Frontier Refining Co.	
Cheyenne, WY	33,500
Powerine Oil Co.	
Sante Fe Springs, CA	33,400
Time Oil Co.	
Tacoma, WA	32,000
Young Refining Co.	
Douglasville, GA	6,000
Seminole Refining Co.	
St. Marks, FL	17,000
Laketon Refining Corp.	
Laketon, IN	8,700
Total	31,700

Companies with capacity 10,001 to 30,000 b/d. Number of companies: 27; Total capacity: 538,163 b/d.

Company	b/d
Amerada Hess Corp.	
Purvis, MI	30,000
Trifinery	
Corpus Christi, TX	30,000
Fletcher Oil & Refining Co.	
Carson, CA	29,500
Asamera Oil (U.S.)	
Commerce City (Denver), CO	28,000
San Joaquin Refining Co.	
Bakersfield, CA	24,300
Quaker State Oil Refining Corp.	
Newell, WVA	12,150
Bradford, PA	6,700
St. Mary's, WVA	4,658
Total	23,508
Crysen Corp.	
Woods Cross, UT	11,500
Tacoma, WA	11,900
Total	23,400
Pauley Petroleum	
Newhall Refining Co.	
Newhall, CA	23,000
El Paso Refining Co.	
El Paso, TX	21,600
Kern Oil & Refinery Co.	
Bakersfield, CA	21,400
Indiana Farm Bureau Cooperative	
Mount Vernon, IN	21,200
Ergon Inc.	
Vicksburg, MS	20,600
MacMillan Petroleum Inc.	
Long Beach, CA	14,000
Norphlet, AK	5,800
Total	19,800
E-Z Serv Inc.	
Amber Refining Co.	
Fort Worth, TX	19,700
Western Oil & Refining	
Long Beach, CA	19,200
Valero Refining Co.	
Corpus Christi, TX	19,000
Giant Refining Co.	
Gallup (Ciniza), NM	18,000
American Ultramar Ltd.	
Beacon Oil Co.	
Hanford, CA	17,300
Texas NAPCO Inc.	
St. James, LA	17,000
Gary Energy Corp.	
Bloomfield Refining Co.	
Bloomfield, NM	16,800
VGS Corp.	
Southland Oil Co.	
Sandersville, MS	11,000
Lumberton, MS	5,800
Total	16,800
Leal Petroleum Corp.	
Lake Charles, LA	15,000
Calcasieu Refining Co.	
Lake Charles, LA	13,500
Wyoming Refining Co.	
Newcastle, WY	12,555
Huntway Refining Co.	
Benicia, CA	7,000
Wilmington, CA	5,500
Total	12,500
Barrett Refining Corp.	
Thomas, OK	12,500
World Oil Co.	
Sunland Refining Co.	
Bakersfield, CA	12,000

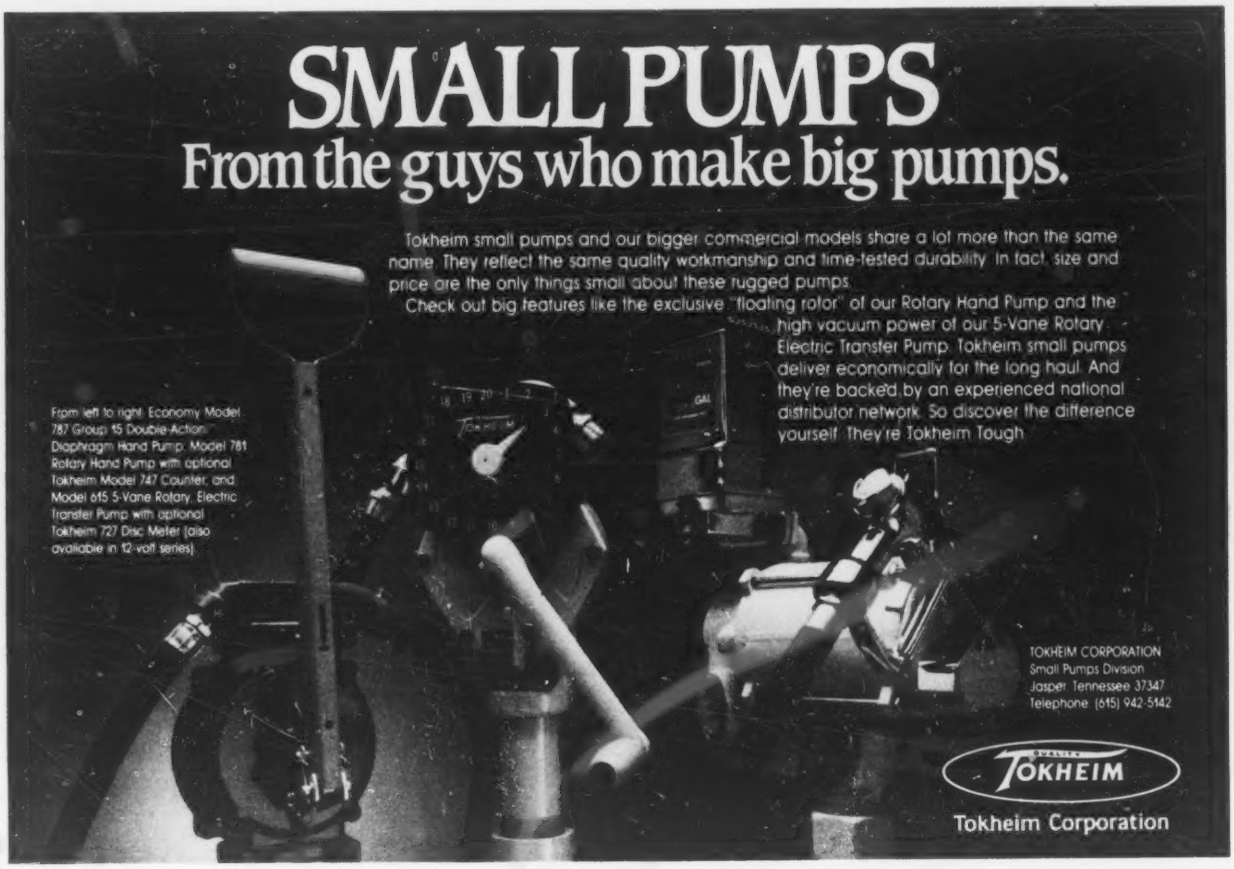
Companies with capacity 10,000 b/d or less. Number of companies: 30; Total capacity: 163,857 b/d.

Company	b/d
City Gas & Transmission Co.	
Wilmington, NC	10,000
Saber Refining	
Bakersfield, CA	10,000
Mitchell Energy and Development Corp.	
Liquid Energy Corp.	
Bridgeport, TX	10,000
Howell Corp	
Howell Hydrocarbons Corp.	
San Antonio, TX	9,900

Company	b/d
Gibson Oil & Refining Co.	
Bakersfield, CA	9,600
Witco Corp.	
Bradford, PA	8,500
Louisiana Oil Refining Co.	
Egan, LA	8,400
Thagard Oil Co.	
South Gate, ~~CA~~	8,100
Anchor Gasoline Corp.	
Canal Refining Co.	
Church Point, LA	8,000
Claiborne Gasoline Co.	
Lisbon, LA	7,500
Moore & Munger[10]	
Cross Oil & Refining Co.	
Smackover, AR	6,700
Petro Star	
North Pole, AK	6,700
Thriftway Co.	
Bloomfield, NM	6,100
Lakeside Refining Co.	
Kalamazoo, MI	5,600
Somerset Refinery	
Somerset, KY	5,600
West Coast Oil Co.	
Oildale, CA	5,000
Warrior Asphalt Refining	
Holt, AL	5,000
Nevada Refining Co.	
Tonopah, NV	4,500
Calumet Refining Co.	
Princeton, LA	4,207
Oxnard Refinery	
Oxnard, CA	4,000
Martin Gas Sales	
Berry Petroleum Co.	
Stephens, AR	3,700
GNC Energy Corp.	
Greensboro, NC	3,000
Silver Eagle Oil Co.	
La Barge, WY	3,000
Crystal Refining Co.	
Carson City, MI	3,000
Primary Oil & Energy Co.	
Chester, VA	2,400
Kentucky Oil & Refining Co.	
Troy, IN	1,000
Betsy Lane, KY	600
Total	1,600
Motor Oils Refining Co.	
McCook, IL	1,500
Petrolite Corp.	
Kilgore, TX	1,000
Virginia Oil & Refining Co.	
Jonesville, VA	1,000
Mountaineer Refining Co.	
La Barge, WY	350

Footnotes:

[1] Formerly Pester Refining Co.
[2] Formerly Mobile Bay Refining Co.
[3] Formerly Philbro Distributing Co.
[4] Formerly Charter Oil Co.
[5] Formerly International Processors
[6] Formerly Louisiana Land & Exploration Co.
[7] Formerly Linmar/Vt./Theo Davis
[8] Prior to 1987, listed in the Hawaiian Foreign Trade Zone
[9] Formerly Texaco Refining & Marketing Inc.
[10] Formerly Moore & Munger, Inc.



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Changes in U.S. Refinery Capacity in 1986

On Jan. 1, 1987, the U.S. had a total of 219 operable refineries. There were five shutdowns in 1986 and 8 start-ups reflecting new or reactivated units for a net gain of three refineries during the year. Operable capacity was rated at 15.6 million b/d, virtually unchanged from the year-ago level. It would appear that the sharp declines of recent years have bottomed out and the industry is re-stabilizing itself. Since Jan. 1, 1981, crude oil distillation capacity has declined more than 3 million b/d while the refinery population has fallen from 324 units in 1981 to 219 at the beginning of 1987.

Refinery Shutdowns in 1986

Refinery	Location	b/cd Crude Distillation Capacity	b/sd Downstream Charge Capacity	Date Shutdown
Chevron U.S.A.	Bakersfield, CA	26,000	6,000	7/86
Chevron U.S.A.	Baltimore, MD	14,200	14,300	12/86
Chevron U.S.A.	Cincinnati, OH	43,700	40,200	8/86
Gladreux Refinery	Fort Wayne, IN	19,000	0	6/86
Petromax Refinery	Houston, TX	2,000	0	5/86

New and Reactivated Refineries in 1986

Refinery	Location	b/cd Crude Distillation Capacity	b/sd Downstream Charge Capacity	Status
Augusta Refinery	Augusta, KS	0	23,000	R
City Gas & Transmission Co.	Wilmington, NC	10,000	0	R
Hill Petroleum Co.	St. Rose, LA	32,000	20,000	R
Louisiana Oil & Refining Co.	Egan, LA	8,400	0	R
Petro Star	North Pole, AK	6,700	0	N
Powerine Oil Co.	Santa Fe Springs, CA	33,400	84,910	R
Warrior Asphalt Refining Co.	Holt, AL	5,000	0	R
Western Oil & Refining Co.	Long Beach, CA	19,200	0	R

R=Reactivated; N=New; b/cd=bbl. per calendar day; b/sd=bbl. per stream day

Refinery Sales in 1986

Former Owner	b/cd Crude Capacity	New Owner
ATC Petroleum, Wilmington, NC	10,000	City Gas & Transmission Corp.
Charter International Oil Co.	65,000	Hill Petroleum Co.
International Processors	32,000	Hill Petroleum Co.
Laketon Refining Corp.	8,700	Young Refining Corp.
Seagull Refining Co., Roosevelt, UT	8,000	Pennzoil Co.
Marlex Oil & Refining, Los Angeles, CA	19,200	Western Oil Refining
Mobil Oil Co., Augusta, KS	0	Williams Pipeline Co.
Mobile Bay Refining Co., Chickasaw, AL	26,600	Belcher Oil Co.
Montana Refining Co., Glen Falls, MT	6,300	Holly Corp.
Pester Refining Corp., El Dorado, KS	30,400	Derby Refining Corp.
Powerine Oil Co., Santa Fe Springs, CA	33,400	Sargent Holdings Ltd.
Southland Corp., Lake Charles, LA	320,000	Petroleos de Venezuela (50%)
Texaco Inc., El Paso, TX	21,600	El Paso Refining Co. Ltd.
Tosco Corp., Bakersfield, CA	38,800	Texaco, Inc.
Warrior Asphalt Co., Holt, AL	5,000	Warrior Asphalt Refining Corp.

Source: Energy Information Administration, Petroleum Supply Annual 1986, published in June, 1987.

U.S. Refinery Closings — 1981 through 1986

PAD District Refinery	Location	Crude Distillation Capacity (B/CD)	Total Downstream Capacity (B/SD)	Date of Last Operation	Date Shutdown	Years in Operation
District 1						
American Refinery Group	Indianola, Pa.	180	0	3/84	12/85	3
Amoco Oil Co.	Baltimore, Md.	15,000	0	1/82	3/82	25+
Ashland Oil, Inc.	Buffalo, N.Y.	64,000	106,500	7/82	12/84	36+
Ashland Oil, Inc.	Freedom, Pa.	6,800	3,600	4/85	12/85	37+
ATC Petroleum Inc.	Wilmington, N.C.	11,900	0	7/81	1/82	8
ATC Petroleum Inc.	Newington, N.H.	13,400	0	7/81	1/82	7
Chevron U.S.A.	Baltimore, Md.	14,200	14,300	12/86	12/86	NA
ELK Refining Co., div. of Pennzoil Co. Inc.	Falling Rock, W.Va.	5,600	2,000	12/82	1/83	25+
Manatee Energy Co.	Port Manatee, Fla.	28,400	0	5/81	10/81	2
Mobil Oil Corp.	Buffalo, N.Y.	43,000	67,000	5/81	7/81	25+
Quaker State Oil Refining Corp.	Emlenton, Pa.	0	2,980	12/83	12/83	25+
Total		202,480	196,380	—	—	—
District 2						
Allied Materials Corp.	Stroud, Okla.	7,600	2,500	12/84	2/85	37+
Amoco Oil Co.	Sugar Creek, Mo.	104,000	185,500	5/82	6/82	25+
Amoco Oil Co.	Wood River, Ill.	104,000	127,000	5/81	10/81	25+
Ashland Oil, Inc.	Findlay, Ohio	20,400	8,000	2/82	12/84	36+
Ashland Oil, Inc.	Louisville, Ky.	25,200	29,000	4/82	12/84	36+
B-T Energy Corp.	Louisville, Ky.	3,000	0	11/84	11/85	3
Champlin Petroleum Co.	Enid, Okla.	53,800	58,500	6/83	12/83	25+
Chevron U.S.A.	Cincinnati, Ohio	43,700	40,200	5/86	8/86	NA
Conoco Inc.	Wrenshall, Minn.	23,500	25,700	5/81	9/81	5
CRA, Inc.	Scottsbluff, Neb.	5,600	3,650	5/82	6/82	25+
Dillman Oil Recovery Inc.	Oblong, Ill.	1,200	0	1/81	2/82	4
Dow Chemical U.S.A.	Bay City, Mich.	20,000	0	5/80	9/81	25+
E-Z Serv Refining Inc.	Shallow Water, Kan.	9,500	0	4/81	2/82	25+
Energy Cooperative Inc.	East Chicago, Ind.	126,000	190,000	5/81	6/82	25+
Energy Development	Crossville, Ill.	1,000	0	2/81	4/81	22
Gladieux Refinery	Fort Wayne, Ind.	19,000	0	12/85	6/86	NA
Gulf Oil Corp.	Toledo, Ohio	50,300	61,800	6/81	11/81	25+
Hudson Refining Co. Inc.	Cushing, Okla.	19,000	12,150	12/82	11/83	6
Indiana Refining Inc.	Princeton, Ind.	5,000	0	12/80	2/81	23
Industrial Fuel and Asphalt of Indiana Inc.	Hammond, Ind.	7,600	0	12/81	6/82	25+
Mid-America Refining Co. Inc.	Chanute, Kan.	3,000	1,800	3/81	7/82	25+
Mobil Oil Corp.	Augusta, Kan.	50,000	83,900	9/83	9/83	25+
Northland Oil and Refining Co.	Dickinson, N.D.	5,000	0	2/81	2/82	7

PAD District Refinery	Location	Crude Distillation Capacity (B/CD)	Total Downstream Capacity (B/SD)	Date of Last Operation	Date Shutdown	Years in Operation
Oklahoma Refining Co.	Cyril, Okla.	12,750	23,100	12/84	12/84	36+
Oklahoma Refining Co.	Thomas, Okla.	11,600	0	12/84	12/84	4
Okmulgee Refining Co.	Okmulgee, Okla.	25,000	13,200	6/82	1/83	25+
Phillips Petroleum Co.	Kansas City, Kans.	80,000	156,700	8/82	9/82	25+
Texaco Inc.	Lockport, Ill.	72,000	136,000	4/81	10/81	25+
Texaco Refining & Marketing Co.	Lawrenceville, Ill.	79,000	134,000	4/85	12/85	37+
Texas American Petrochemical Inc.	West Branch, Mich.	11,500	3,200	9/81	2/82	25+
Tonkawa Refining Co.	Arnett, Okla.	12,000	6,000	1984	1984	16
Tosco Corp.	Duncan, Okla.	47,000	85,000	1984	1984	4
Wireback Oil Co.	Plymouth, Ill.	1,800	1,800	2/81	3/81	25+
Total		**1,048,450**	**1,388,700**	—	—	—
District 3						
Adobe Refining Co., div. of Funding Systems Refining Corp.	La Blanca, Texas	5,200	0	11/81	1/82	25+
Bayou State Oil Corp.	Hosston, La.	3,000	0	1/81	3/82	25+
Brio Refining Inc.	Friendswood, Texas	12,500	0	9/82	1/83	4
Bronco Refining Co.	Houston, Texas	2,250	0	4/81	7/82	1
Carbonit Refining Inc.	Hearne, Texas	11,000	0	2/81	1/82	6
Caribou-Four Corners, Inc.	Farmington, N.M.	2,200	2,400	1984	1984	19
Celeron Oil & Gas Co.	Mermentau, La.	11,000	0	1984	1984	6
Clinton Manges	Palestine, Texas	6,000	0	7/81	7/82	25+
Conoco, Inc.	Alvin, Texas	33,274	0	10/85	12/85	22
Copano Refining Co.	Ingleside, Texas	11,100	0	9/81	2/82	4
Damson Gas Processing Corp.	White Deer, Texas	0	1,000	9/81	2/82	4
Dorchester Refining Co.	Mt. Pleasant, Texas	26,500	38,800	1984	1984	6
Dow Chemical U.S.A.	Freeport, Texas	190,000	143,000	8/81	6/82	1
Eagle Refining Corp.	Jacksboro, Texas	1,800	0	3/81	7/82	1
Eddy Refining Co.	Houston, Texas	3,250	0	1984	1984	36+
Erickson Refining Corp.	Pt. Neches, Texas	30,000	0	12/81	8/83	4
Evangeline Refining Co.	Jennings, La.	4,500	0	12/82	1/83	25+
Flint Chemical Co.	San Antonio, Texas	1,600	0	1/85	3/85	23
GHR Energy Corp	Good Hope, La.	300,000	433,000	12/82	9/83	15
Giant Industries Inc.	Farmington, N.M.	13,500	5,000	5/82	11/82	7
Gulf Oil Corp.	Venice, La.	28,700	46,300	4/81	12/81	13
Hill Petroleum Co.	Knots Springs, Texas	57,400	62,000	1984	1984	7
Independent Refining Corp.	Winnie, Texas	50,000	63,000	10/81	8/83	23
Lake Charles Refining Co.	Lake Charles, La.	28,000	0	4/81	2/82	2
Listo Refining Co.	Donna, Texas	3,500	0	7/82	12/82	4
Longview Refining Co.	Longview, Texas	14,000	14,000	12/81	4/82	25+
Mallard Resources Inc.	Gueydan, La.	7,400	0	11/83	12/83	4
Marion Corp.	Theodore, Ala.	25,000	14,500	3/83	9/83	15
McTan Refining Corp.	St. James, La.	19,300	0	7/81	8/83	6
Mid-Gulf Energy Corp.	Ingleside, Texas	39,400	20,000	1984	1984	3
Natchez Refining Co.	Natchez, Miss.	16,000	0	6/82	9/82	2
Petraco-Valley Oil Refining Co.	Brownsville, Texas	12,300	0	3/83	12/83	5
Petromax Refining Co.	Houston, Texas	2,000	0	9/85	5/86	NA
Placid Oil Co.	Mont Belvieu, Texas	8,500	0	1/82	7/82	2
Port Petroleum Co.	Stonewall, La.	3,200	0	1984	1984	5
Quintana Petrochem Co.	Corpus Christi, Texas	33,000	54,000	1984	1984	30
Quitman Refining Co.	Quitman, Texas	6,600	0	4/82	6/82	4
Rio Grande Crude Refining	Brownsville, Texas	9,500	0	6/81	6/82	3
Rio Grande Recovery Systems Inc.	Brownsville, Texas	1,000	0	5/81	2/82	2
Schulze Processing Inc.	Tallulah, La.	1,760	0	5/81	8/82	4
Shepard Oil Co.	Jennings, La.	10,000	0	5/81	2/82	4
Shore, Inc.	Kilgore, Texas	550	0	3/83	7/83	3
Sooner Refining Co.	Darrow, La.	8,000	32,200	1/82	2/82	2
Southern Union Refining Co.	Monument, N.M.	5,400	0	1/81	10/81	25+
Southern Union Refining Co.	Lovington, N.M.	36,100	18,500	1984	1984	8
Southland Oil Co.	Yazoo City, Miss.	5,500	3,080	2/81	7/81	25+
T & S Refining Co.	Jennings, La.	10,500	0	7/81	3/82	2
Tesoro Petroleum Co.	Carrizo Springs, Texas	26,100	3,500	1984	1984	27
Texaco Refining & Marketing Co.	Amarillo, Texas	20,000	24,400	4/85	12/85	37+
Texas Refining Co.	Midland, Texas	2,500	0	4/81	6/81	1
Texas Standard Refining Inc.	Houston, Texas	1,800	0	1/81	10/81	(S)
Thriftway Oil Co.	Graham, Texas	1,184	0	4/81	11/83	25+
Tipperary Refining Co.	Ingleside, Texas	7,320	0	1/82	3/82	4
Tropicana Energy Co.	Fort Worth, Texas	4,650	0	12/83	1285	19
Vicksburg Energy Co.	Vicksburg, Miss.	6,000	0	1/85	9/85	7
Warrior Asphalt Co.	Holt, Ala.	5,500	2,000	1984	1984	30
Wickett Refining Co.	Wickett, Texas	8,000	0	1/76	2/82	25+
Total		**1,165,494**	**932,480**	—	—	—
District 4						
Caribou-Four Corners Inc.	Woods Cross, Utah	8,400	8,200	1984	1984	21
C & H Refinery Inc.	Lusk, Wyo.	180	0	1/81	2/82	25+
Gary Refining Corp.	Fruita, Colo.	15,200	27,100	2/85	10/85	4
Glacier Park Co.	Osage, Wyo.	10,000	0	2/81	3/82	4
Glenrock Refinery Inc.	Glenrock, Wyo.	6,000	0	4/81	9/81	5
Husky Oil Co.	Cody, Wyo.	11,500	17,800	6/82	9/82	25+
Kenco Refining	Wolf Point, Mont.	4,700	0	10/85	12/85	11
Morrison Petroleum Co.	Woods Cross, Utah	6,000	0	12/85	12/85	11
Sage Creek Refining Co.	Cowley, Wyo.	1,000	0	1/82	6/82	17
Southwestern Refining Co.	La Barge, Wyo.	1,040	0	4/81	8/81	7
Texaco Inc.	Casper, Wyo.	21,000	35,500	3/82	7/82	25+
Total		**85,020**	**88,600**	—	—	—
District 5						
Anchor Refining Co.	McKittrick, Calif.	9,000	7,000	11/82	2/84	6
Arizona Fuels Corp.	Fredonia, Ariz.	6,000	0	2/83	9/83	11
Chevron U.S.A.	Bakersfield, Calif.	26,999	6,000	4/86	7/86	NA
Coastal Petroleum Refiners	Bakersfield, Calif.	10,000	0	6/85	12/85	6
Demenno-Kerdoon	Compton, Calif.	10,000	2,000	1/83	8/83	6
ECO Petroleum Inc.	Long Beach, Calif.	0	7,000	1984	1984	8
Golden Eagle Refining Co.	Carson, Calif.	16,170	0	11/84	2/85	37+
Marlex Oil & Refining Co.	Los Angeles, Calif.	21,100	0	1984	1984	7
Powerine Oil Co.	Santa Fe Springs, Calif.	44,120	100,100	1984	1984	34
Quad Refining Corp.	Bakersfield, Calif.	7,000	0	8/80	10/81	2
Road Oil Sales Inc.	Bakersfield, Calif.	6,000	0	1/81	1/82	9
Tosco Corp.	Bakersfield, Calif.	38,800	80,000	1984	1984	33
United Independent Oil Co.	Tacoma, Wash.	730	0	7/80	3/82	7
U.S.A. Petroleum Corp.	Ventura, Calif.	24,000	7,000	12/84	12/84	7
Total		**192,920**	**203,100**	—	—	—
U.S. Total		**2,645,463**	**2,760,760**	—	—	—

Source: Energy Information Administration, Petroleum Supply Annual 1986, published June 1987.

Shell and Working Storage Capacities—1986

Shell Capacity (Add 000 bbl.) (a)

		Gasoline			Fuel Oil				
	Crude Oil	Finished Leaded	Finished Unleaded	Blending Components	Middle Distillates	Residual Fuel Oil	Asphalt and Road Oil	Total Products(b)	Total Crude Oil and Products
PAD District 1 Total	**27,420**	**4,749**	**15,887**	**13,654**	**22,955**	**10,408**	**5,261**	**100,465**	**127,885**
New Jersey	9,644	1,966	7,555	7,526	11,543	6,003	2,008	49,273	58,917
Pennsylvania	11,491	1,636	3,287	2,987	5,537	2,978	1,253	28,456	39,947
Other States(c)	6,285	1,147	5,045	3,141	5,875	1,427	2,000	22,736	29,021
PAD District 2 Total	**27,921**	**14,158**	**16,712**	**19,464**	**28,896**	**8,027**	**12,888**	**113,063**	**159,875**
Illinois	7,625	3,416	4,212	5,169	7,293	1,784	2,060	40,457	48,082
Indiana	3,439	1,836	2,763	4,410	5,053	2,542	2,513	28,164	31,603
Kansas	3,164	2,477	2,630	1,679	3,666	597	1,162	19,975	23,139
Kentucky	1,375	266	550	395	614	398	738	5,908	7,283
Michigan	1,056	476	581	426	1,615	637	949	8,022	9,078
Ohio	2,650	858	1,804	2,486	2,160	434	913	13,690	16,340
Oklahoma	4,503	2,447	2,286	2,821	4,456	567	1,494	22,792	27,295
Other States(c)	4,109	2,382	1,886	2,078	4,039	1,068	3,059	16,490	20,599
PAD District 3 Total	**98,809**	**15,375**	**28,144**	**39,001**	**45,561**	**24,333**	**7,469**	**319,502**	**418,311**
Alabama	2,619	304	393	678	737	976	610	4,676	7,295
Arkansas	1,568	116	166	148	704	97	711	2,142	3,710
Louisiana	28,552	2,593	7,080	12,022	17,271	8,762	1,513	90,908	119,460
Mississippi	4,219	750	1,354	1,874	3,189	636	1,230	10,693	14,912
New Mexico	976	252	211	647	651	141	540	3,640	4,616
Texas	60,875	11,360	18,940	23,632	23,009	13,721	2,865	207,443	268,318
PAD District 4 Total	**4,562**	**3,095**	**2,076**	**4,783**	**4,843**	**1,628**	**4,638**	**27,016**	**31,578**
Colorado	542	486	229	659	616	443	581	3,984	4,526
Montana	1,444	788	561	1,650	1,467	239	1,638	8,401	9,845
Utah	1,448	649	564	1,084	1,105	481	254	5,269	6,717
Wyoming	1,128	1..172	722	1,390	1,655	465	2,165	9,362	10,490
PAD District 5 Total	**46,812**	**5,217**	**11,059**	**18,888**	**13,197**	**16,999**	**3,771**	**113,063**	**159,875**
Alaska	1,103	86	251	395	689	1,173	69	3,608	4,711
California	33,228	3,737	9,122	15,215	9,584	13,060	2,766	89,586	122,814
Washington	8,344	1,304	1,555	2,587	2,332	1,446	338	14,960	23,304
Other states(c)	4,137	90	131	691	592	1,320	598	4,909	9,046
U.S. Total	**205,524**	**42,594**	**73,878**	**95,790**	**115,452**	**61,395**	**34,027**	**715,544**	**921,068(d)**

Working Storage Capacity (Add 000 bbl.) (a)

		Gasoline			Fuel Oil				
	Crude Oil	Finished Leaded	Finished Unleaded	Blending Components	Middle Distillates	Residual Fuel Oil	Asphalt and Road Oil	Total Products(b)	Total Crude Oil and Products
PAD District 1 Total	**23,631**	**4,232**	**14,288**	**11,566**	**20,651**	**9,471**	**4,661**	**89,528**	**113,159**
New Jersey	8,161	1,741	6,641	6,247	10,442	5,533	1,698	43,388	51,549
Pennsylvania	10,160	1,462	2,935	2,645	5,087	2,682	1,077	25,888	36,048
Other States(c)	5,310	1,029	4,712	2,674	5,122	1,256	1,886	20,252	25,562
PAD District 2 Total	**24,596**	**12,779**	**14,760**	**17,111**	**26,585**	**7,455**	**11,889**	**140,676**	**165,272**
Illinois	6,431	2,870	3,490	4,379	6,672	1,655	1,932	35,976	42,407
Indiana	2,957	1,659	2,406	3,767	4,570	2,342	2,304	24,941	27,898
Kansas	2,902	2,333	2,383	1,470	3,382	541	1,041	18,269	21,171
Kentucky	1,307	255	523	371	583	379	701	5,608	6,915
Michigan	982	444	546	391	1,533	608	907	7,457	8,439
Ohio	2,379	790	1,667	2,217	2,020	407	849	12,554	14,933
Oklahoma	3,955	2,223	2,071	2,693	4,128	527	1,305	20,835	24,790
Other States(c)	3,683	2,205	1,674	1,823	3,697	996	2,850	15,036	18,719
PAD District 3 Total	**83,711**	**13,353**	**24,658**	**33,380**	**40,152**	**21,728**	**6,608**	**279,984**	**363,695**
Alabama	2,271	251	338	584	617	821	486	3,941	6,212
Arkansas	1,413	104	149	138	652	86	644	1,954	3,367
Louisiana	23,495	2,189	5,996	9,712	14,716	7,938	1,253	78,291	101,786
Mississippi	3,763	675	1,238	1,762	2,946	584	1,093	9,786	13,549
New Mexico	852	213	174	587	576	126	518	3,267	4,119
Texas	51,917	9,921	16,763	20,597	20,645	12,173	2,614	182,745	234,662
PAD District 4 Total	**4,107**	**2,779**	**1,841**	**4,308**	**4,519**	**1,534**	**4,367**	**24,760**	**28,867**
Colorado	485	453	209	614	592	419	563	3,751	4,236
Montana	1,248	700	494	1,481	1,377	222	1,524	7,714	8,962
Utah	1,314	557	479	948	1,010	450	230	4,689	6,003
Wyoming	1,060	1,069	659	1,265	1,540	443	2,050	8,606	9,666
PAD District 5 Total	**40,702**	**4,521**	**9,461**	**16,521**	**11,908**	**15,362**	**3,536**	**99,890**	**140,592**
Alaska	1,037	81	237	374	655	1,124	66	3,430	4,467
California	28,505	3,164	7,722	13,220	8,564	11,659	2,573	78,573	107,078
Washington	7,354	1,192	1,381	2,279	2,133	1,328	327	13,265	20,619
Other states(c)	3,806	84	121	648	556	1,251	570	4,622	8,428
U.S. Total	**176,747**	**37,664**	**65,008**	**82,886**	**103,815**	**55,550**	**31,061**	**634,838**	**811,585(e)**

(a) Shell capacity is the design capacity of a tank; working capacity is the difference between the maximum safe fill capacity and tank bottoms; (b) Total products include ethane, isobutane, pentanes plus other hydrocarbons, hydrogen, alcohol, unfinished oils, finished aviation gasoline, special naphthas, coke, wax, still gas, petrochemical feedstocks, and miscellaneous products; (c) Other states include: PAD 1—Connecticut, Delaware, Florida, Georgia, Maryland, New York, North Carolina, Virginia and West Virginia; PAD 2—Minnesota, Missouri, North Dakota, Tennessee and Wisconsin; PAD 5—Hawaii, Nevada and Oregon; (d) Includes 42.5-million bbl. at shutdown refineries and 33.5-million bbl. at gasoline blending plants; (e) Includes 38.4-million bbl. at shutdown refineries, and 31.1-million bbl. at gasoline blending plants.

Source: Energy Information Administration, Petroleum Supply Annual 1986, published in June 1987.

U.S. REFINING CAPACITY 1977-1987

(in thousands of b/d)

/—OPERABLE REFINERIES—\

(As of Jan. 1 of each year)

Year	No. of Refs.	Chng. from Prec. Year	Operable Capacity	Chng. from Prec. Year
1987	219	+3	15,566	+107
1986	216	−7	15,459	−200
1985	223	−24	15,659	−478
1984	247	−11	16,137	−722
1983	258	−43	16,859	−1,030
1982	301	−23	17,890	−731
1981	324	+5	18,621	+632
1980	319	+8	17,989	+547
1979	311	+9	17,441	+393
1978	302	+11	17,048	+650
1977	291	+4	16,398	+1,162

Source: Energy Information Administration, Petroleum Supply Annual 1986, plus industry sources for supplemental data.

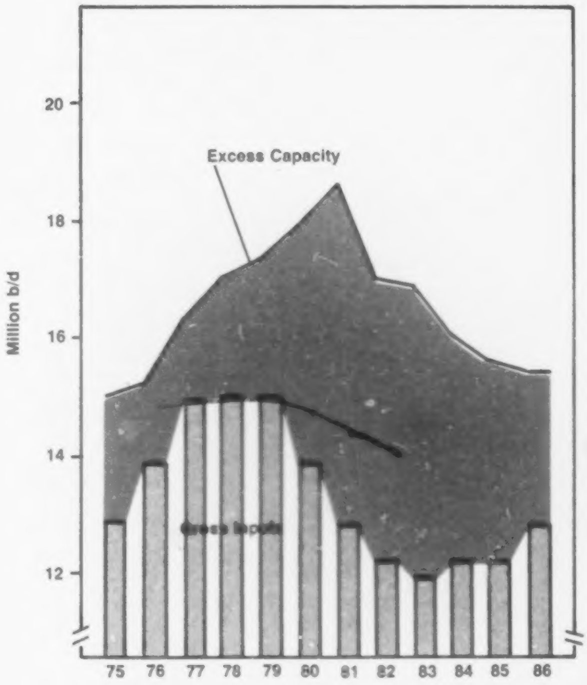
/—INPUTS AND UTILIZATION—\

(Avg. for calendar year)

Year	Gross Input	Percent Utilized	Percent Idle	Excess Volume
1986	12,826	83.0%	17.0%	2,633
1985	12,165	77.6	22.6	3,494
1984	12,216	76.2	23.8	3,921
1983	11,947	71.7	28.3	4,912
1982	12,172	69.8	30.2	5,718
1981	12,751	68.5	31.5	5,870
1980	13,834	76.9	23.1	4,153
1979	14,955	85.7	14.3	2,486
1978	15,071	88.4	11.6	1,977
1977	14,982	91.4	8.6	1,416

Source: See above footnote.

Gross Inputs and Excess Capacity



Source: Energy Information Administration and NPN

Refinery Slump Bottoms Out in 1986

For the first time since it went into a tailspin in 1981, the domestic refining industry appears to have reached a turning point in 1986, according to the Energy Information Administration.

Whether this is an honest-to-goodness reversal of the long slide of recent years or simply an aberration remains to be seen. Some people in the industry think there's still about 1-million b/d too much in reserve in light of declining consumption and long-term projections.

Refinery closings in 1986 were few and far between. EIA says there were five shut downs in 1986, seven reactivations and one new refinery for a net gain of three. That's only a small gain but again it was the first plus sign since January, 1981. In the last six years, the industry closed, dismantled or mothballed more than 100 refineries. One result was that operable capacity plummeted from a peak of 18.6-million b/d day on Jan. 1, 1981 to 15.5-million b/d on Jan. 1, 1986 —a loss of 3.1-million b/d.

EIA says the domestic industry now has a total of 219 refineries with an operable capacity of 15.6-million b/d. Whether this number goes up or down in 1987 depends entirely on how many units and how much capacity may be reactivated this year. One thing is certain: New construction is just about non-existent.

Refinery utilization rose significantly in 1986, reducing the dimensions of the excess capacity albatross that has been on the industry's shoulders in recent years. Industry utilization hit 83% in 1986, up a spanking 5.4% for the best one-year increase in 35 years. In terms of volume, the excess capacity gap is now 2.6-million b/d versus the nightmare of 1981 when it exceeded 5.9-million b/d and precipitated the most shocking wave of cutbacks, showdowns and dismantlings in the industry's history.

There are two things to be said about the 83% utilization level. Since most refineries are designed to run in an 88% to 93% area for optimum efficiency and economics, this means that the average is moving in the right direction for them and their profitability. But it also means that at the 91% to 93% level the industry hasn't much flexibility left in its operable capacity reserve to maneuver and/or manipulate to respond to unexpected demand surges or problems.

Refinery yields remained relatively stable in 1986, EIA says. Motor gasoline yields averaged 45.7% last year compared with the recent "peak" of 47.4% in 1983. Distillate yields averaged 21.2% in 1986 compared with 21.6% the year earlier. Residual, which dropped sharply in the early '80s, ran approximately 6.7% in 1986.

These yield averages should be taken with a grain of salt, however. They can be tilted upwards or depressed downwards depending upon product demand. Some refineries, too, are designed for maximum gasoline output at levels that make the so-called average yields pale in comparison.